

COACH

The weekly for the coach industry

MART

Issue 658 £1

September 26th, 1991

LOW-COST SUPER EXEC



◀ **Sealink Stena crisis:
Folkestone to close**

**Dennis snaps ▶
up new Javelin
dealer**



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September 26, 1991

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Testing out a desirable coach

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COMMENT

If your company commissioned research then waited almost three years to see the printed report, would it be happy to pay for it?

Of course not. Yet that is exactly what the taxpayer is being asked to pay for - a much-needed report on London coach tourism for which research was finished in 1989, to the credit of the University College of London.

The report then went to the Department of Transport, who sat on it for around a year because they said they needed to 'vet' it before approving its publication.

We are now being told no changes were made in that time, more of which in next week's *Coachmart*.

Coachmart was asking to see this document in 1990, and was palmed off with the excuse that the printing was giving trouble, but that publication was 'expected in the New Year.' That's a loose definition of September 17, 1991 to say the least.

Not that the report was printed last week. In fact, the document was available in July but nobody at the TRRL saw fit to send it to such interested parties as the Bus & Coach Council.

You can pick your own reason for all of these delays. Cynics might suggest certain parties had a vested interest in slowing its passage to publication. Perhaps the whole thing has been a cock-up.

Whatever the reason, the recommendations of the report merely back up everything operators have been saying for at least five years.

This is a vindication of their views and an indictment of borough planners - or perhaps more importantly the lack of a coherent London-wide plan.

The DTp can no longer sit back and say they are waiting for better information. They have the results and recommendations of 21 months of careful study.

The industry can now justifiably demand action. Though it appears that attempts have been made to bury this report, coach operators and associations must not let that happen... General Election or no election.

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PEOPLE

Van Hool MD joins Dennis

VAN Hool (UK) managing director, Vernon Edwards, has quit the Belgian bodybuilder and is to join Dennis Specialist Vehicles as sales and marketing director.

The announcement ends speculation of a move for Mr Edwards who is believed to have been unhappy at Van Hool for some time.

Communications between Belgium and the English end of the operation in Wellingborough, Northants, are known to have been strained.

Despite confirmation from Dennis of the appointment, Willie Pouliart, export manager (England) of Van Hool in Belgium, refused to verify that Mr Edwards had resigned.

He told *Coachmart* he knew nothing of the proposed switch.

Mr Edwards, who has wide experience in the bus, coach and truck industry with major international manufacturers, including DAF and Leyland, is seen as a key asset to developing both the



Vernon Edwards: wide experience.

British and overseas markets for Dennis.

Dennis managing director, Stephen Burton, said: 'This is a new post which will consolidate the company's success over the last few years and ensure we maintain our momentum in a rapidly changing market.'

The existing sales team is unaffected by Mr Edwards' arrival, with Roger Heard leading the company's bus sales operation, Mike Martin retaining responsibility for coaches, Peter Cameron heading European marketing and John Moorhouse fire sales.

Mr Edwards said: 'Dennis has bucked the trend of decline which has affected most of the motor industry. Over the last few years it has launched innovative products which are in tune with market needs.'

'It is too early to talk yet in more detail about the company's European plans, but a marketing strategy is being evolved and an announcement will follow in due course.'

TOURS

Wallace Arnold secures EuroDisney deal

WALLACE ARNOLD has announced its deal with EuroDisney... and says its decision to include the resort's hotels is already paying off.

The Leeds-based coach tour firm picked as 'preferred coach operator' is this week filling the travel agents' shelves with its dedicated EuroDisney brochure, offering three to five-day breaks in anything from the Davy Crockett Campsite to the plush Disneyland Hotel.

'Operators who say

that people don't want to stay in the resorts are wrong,' said WA overseas director, Paul McTiernan.

'Our product stands head and shoulders above those which only offer an off-site programme.'

'People do not want to travel to France to stay in a hotel in or around Paris and then have the hassle of getting to EuroDisney every day. So much of the fun is being there day and night.'

Mr McTiernan said Wallace Arnold expected to take 50,000

people to the resort in 1992.

An estimated 150,000 beds had been booked in a deal which operates seven nights a week.

Industry sources suggest the deal may be worth around £2 million.

Prices for WA's three-day breaks start at £79, rising to £119 for a stay at Disneyland Hotel. Demand began before the brochure was finalised, and travel agents were said to be doing brisk business within hours of it being released.

BUS

Boro'line seeks £1.2m injection

MAIDSTONE municipal Boro'line needs a £1.2 million cash injection or faces receivership.

The council-owned bus company hopes to stay in council ownership with a package of cutbacks - including the cessation of wasteful competition - and the possibility of redundancies. The remaining alternative is a sell-off into the

private sector.

Maidstone councillors were told at a meeting that Boro'line has an overdraft of £800,000 and other commitments which may demand the firm sells one of its depots to stay solvent.

Last week, councillors were told the possibility of a cash injection from public funds was unlikely.

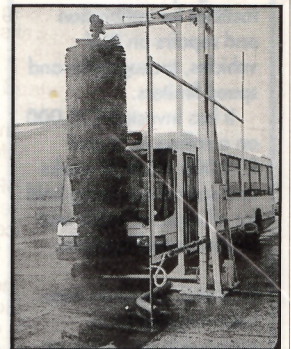
MAINTENANCE

New vehicle washer

VEHICLE washer specialist, Smith Bros & Webb, has launched a new automatic machine to meet the needs of the small fleet operator who previously used a pull-around rotary brush, pressure washer or even a brush and bucket to wash his PSVs.

The Sprite Solo is a fully-automatic machine, which washes half the vehicle at a time. The coach or bus makes two passes through the machine, in opposite directions. On each pass half of the front and rear are cleaned, together with one side. Cleaning times depend on site conditions, as they are largely governed by the speed with which the vehicle can be turned to make the second pass, but at no time does the driver have to leave his cab.

Cost is about £8,000 delivered and installed



Washer: costs from around £8,000.

on site. A concrete base, water main and three-phase electricity are required.

For medium-sized fleets, the company has launched a twin brush washer with a capacity of up to 50 buses per hour. Costing about £16,000, it is aimed at fleets with between 15 and 100 vehicles.

Contact Smith Bros & Webb Ltd, Britannia House, Arden Forest Estate, Alcester, Warks B49 6EX. Tel: (0789) 400096.

BRIEFS

● **SHREWSBURY'S** park and ride scheme - which opened last month - has been such a success that an extra bus is being provided on Saturdays to cope with the 700-plus people who use the service on that day.

The service, financed by the local county and borough councils, is being used by an average of 350 people a day during the week.

● **CENTRO**, the West Midlands Passenger Transport Executive, has produced 275,000 maps to help bus users understand the biggest shake-up in Birmingham city centre routes since the last war.

A total of 150 bus stops have been moved or changed following pedestrianisation of some of Birmingham's busiest shopping streets.

● **THE** Red Bus depot in Barnstaple has been appointed a Lucas Kienzle Tachograph Centre with facilities for calibration and repairs on PCV vehicles, tachographs and speed limiters.

It has invested £20,000 on a rolling road and £12,000 worth of stocks and spares are being held for all types of cable and electronic tachographs.

● **SMALL** operators have been targeted for a nationwide promotion on packs of Duckham's Vanguard, the new engine oil produced specifically for light commercial vehicles.

At stake are three prize packages, each comprising a Sanyo notebook computer with bubble-jet printer and book-keeping software - the perfect state-of-the-art system for the small business and worth over £1,700.

As a special bonus, each of the entrants to the promotional campaign will also receive a '£1 Cashback' refund.

BUS

Shearings to shed services

AFTER completing the sale of its Barnsley bus operations to Yorkshire Traction, Shearings plans to shed its remaining local service networks in a major policy change which refocuses the Rank subsidiary on coaching.

Shearings Coach & Bus managing director, John Slatcher, explained: 'After a review of the bus business we decided to invite offers, subject to guarantees for the employees, for two basic packages based on Greater Manchester and Telford.'

Around 68 buses and 200 employees are involved on services largely built-up since deregulation with modern Leyland Tiger or Volvo B10M Alexander-bodied single deckers.

Mr Slatcher maintains that, although the bus division remained profitable, management time and effort on the bus side detracts from the company's key areas of concern.

He said: 'From a customer care point of view the bus side requires different management attentions. Shearings is not the major player in the bus business, so it seems logical to concentrate on those areas where we are number one.'

Yorkshire Traction removed a thorn from its side by taking over Shearings' Wakefield Road property and its six Leyland Lynx for an undisclosed sum. YTC commercial director,



Shearings: refocusing on coaching.

George Peach, said: 'It was costing us money to compete.'

No services or goodwill were included in the deal, but Shearings maintains its coach presence in the town with an arrangement with YTC for parking, fueling and running repairs.

Although Shearings deregistered its services, YTC's Barnsley and District subsidiary has taken over tendered route 339 to Hemsworth and commercial X10 express to Sheffield. Mr Peach confirmed plans to move B & D's 21 vehicles to Wakefield Road on expiry of the existing lease at Low Valley, Wombwell.

BUS SALES

Scanias serve London

LONDON Buses has placed its largest big bus order for over a year. Its subsidiary, East London Bus and Coach is taking 20 stock Scania N113DRB double-deckers for service in London Docklands.

The new Scanias will be used to 'shadow' the controversial Docklands Light Railway, stopping at special 'DLR Bus' stops located as near as possible to stations. East London is operating the service under contract to London Transport.

LT says the new services are designed to ease the effects of recent congestion and service disruptions on the railway.

The routes will be reviewed at the end of the year.

The order is being painted and prepared by Scania distributor,



Scania: 20 double-deckers going on service in London Docklands.

Stuart Johnson, for October delivery.

All the buses have Alexander 'R' type bodywork which is fitted to London Transport Schedule 'X' specification.

All London Bus orders since 1987 have been for specific tendered routes - the last double-deck delivery called for 23 Leyland Olympians for RiversideBus.

London Northern has nine Scania 'deckers in service, and Stuart Johnson believes that this experience together with availability and price clinched the £2 million deal.

TAKE OVER

Hatts buys Cyril Thomas

HATTS Coaches of Chippenham has completed the buyout of fellow Wiltshire operator, Cyril H Thomas, to bring together two of the oldest coaching names in the area.

The company has acquired four vehicles and eight staff and is running Thomas' various contracts and excursions from its base in Foxham, near Chippenham.

The Thomas premises, which both have Vauxhall car dealing franchises, were not included in the takeover.

As well as school and

works contracts, Thomas had a busy days' away programme and David Hillier - one of the five Hillier family members who run Hatts - said that it would fit in well with his company's thriving holiday programme.

The addition of two DAFs and four Bedfords from Cyril H Thomas now brings the combined Hatts and Thomas fleet to 28 vehicles.

In its last set of published accounts for the year ended December 31, 1989, Cyril H Thomas recorded a loss of £4,000.

ENGINEERING

Abbey's economy move

ABBEY Fuel Supplies (AFS) of Abingdon is one of the first to accept the Keyfuels proposed Agents Charter.

According to AFS's managing director, Bob Sturgess, accepting the terms of the Charter will lead to operating economies which will help to guarantee that fuel prices are held down.

COACH

Premier may take legal action over Press claims

PREMIER Travel Services is taking legal advice over a story in *The Mail on Sunday* which alleged it had flouted the law during National Express work.

In the newspaper article, the driver said that he was told to throw away tachograph discs and was not given time to take his statutory breaks.

Keith Hazelton, a driver for 17 years, alleged that he stopped driving for Premier because he could not break the law.

Now Premier is considering legal action. Managing director, Paul Cooper, said schedules allowed adequate time for breaks and, in special circumstances, drivers were told they must stop if there was a problem with driver hours.

But Mr Hazelton claimed the blame lay



Flashback to last week's *Mail on Sunday*.

elsewhere: 'My parents regularly use coaches and they are being put at risk by a bunch of cowboys,' he said.

'I know that by doing this I will never work in the industry again, but I cannot continue to break the law.'

Mr Hazelton said his 45-minute break would often last only 10 minutes because he would be busy loading cases and attending to passengers.

But a National Express spokesman said drivers were under strict instructions to spend

statutory breaks away from the coach.

Mr Hazelton claimed he had photocopied tacho discs, though he had not lodged a complaint with the company before deciding not to work for them.

It is understood *The Mail on Sunday* has not released the copies for examination by Premier or National Express.

No-one at the newspaper was available for comment when *Coachmart* went to press.

In a statement to the

newspaper, Mr Cooper denied his company - which has a large fleet of leased Expressliners - encouraged drivers to break the rules.

'This company is well aware of, and versed in, the relevant legislation and regulations regarding drivers' hours. It takes all appropriate steps to ensure compliance at all times,' he said.

'Drivers are instructed and required to adjust their schedule of work during the course of the working day so as to ensure strict compliance with the relevant legislation.'

'The company has made it quite clear to them that this policy is to be adopted even if it results in late operation of services.'

'This company has not instructed and will not instruct any driver to contravene the relevant regulations and legislation.'

BRIEFS

● **CONSTRUCTION** work for the £230 million South Yorkshire Supertram rail system was officially started last week by Roger Freeman, Minister for Public Transport.

The project is the largest local public transport scheme to be approved outside of London for nearly 20 years.

The first trams are expected to be running by the end of 1993.

● **FEES** for conducting tachograph calibration inspections have been increased by the Vehicle Inspectorate.

Initial/six-yearly fees have been raised from £30.60 to £33 plus VAT and the price of a two-yearly inspection has gone up from £19.50 to £21 plus VAT.

The last fees' increase was in September last year.

● **WEST** Yorkshire's leading bus operator, Yorkshire Rider, has been nominated for an award in the Tidy Britain Group's Queen Mother's Birthday Awards.

It's given in recognition for outstanding efforts in promoting environmental improvement and reflect Rider's efforts to stamp out litter on its buses.

● **SHELTON** Osborn - part of the Midland Fox group - is to move its Ambassador Royale tour operation from Wollaston, Northants, to Loughborough.

Three staff are being relocated as part of the move, which does not affect trips run under the Shelton-Osborn banner.

● **GREATER** Manchester Passenger Transport Authority is to ban smoking on all its subsidised bus services and most local trains.

Policy committee chairman, Jack Flanagan, said: 'Research has shown that most people favour a ban on smoking in public places.'

TOURS

Bad news at Beverley

CREDITORS have been warned that there is 'not much prospect' of being paid following the collapse of Beverley Travel Club earlier this month (*Coachmart*, September 19).

A spokesperson for the DTI said that a creditors' meeting has been arranged for Tuesday, October 29 at the Central Methodist Hall in Hull, but those owed money by the Humber-side tour company were unlikely to get it back.

EMPLOYMENT

London Forest staff face the axe

FORTY managerial and administrative staff at London Forest Travel's head office in Walthamstow face redundancy following last week's shock decision to disband the troubled company.

Finance director, Tony Olivar, left the firm when London Buses announced it was closing London Forest and a question mark hangs over the future of the two remaining directors, Peter Duff and Roger Torode. A spokesperson for LBL said it was hoped they and other staff could be found alternative employment with LT.

Staff who have not been able to find alternative jobs will leave the company on November 23.

LBL has announced details of its plans to disband London Forest - one of its 11 subsidiaries which runs four garages in north east London. The Walthamstow premises is already set to close on November 23

following the loss to private operators of contracts for 11 LT routes.

On the same day, Ash Grove garage will close. Hackney garage and its bus services will be taken over by LBL subsidiary, Leaside Buses, and Leyton garage, originally planned for closure, will be transferred to another LBL subsidiary, East London, which will continue to run its services. The long term future of the garage will be kept under review.

The decision to fold London Forest was taken after a review of operations which showed that there was no viable future for the bus subsidiary following the loss of all its routes from the Walthamstow garage.

Managing director of LBL, Clive Hodson, said: 'We will do our best to find alternative jobs for staff who are affected by this decision.'

LOOK AT
THESE
FEATURES

TOURING SPEC

- 12 metre high floor body
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- Tinted windows
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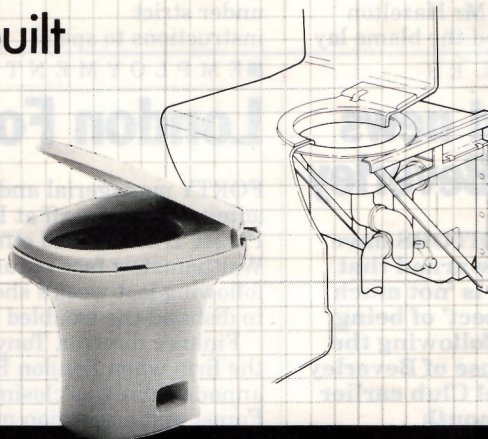
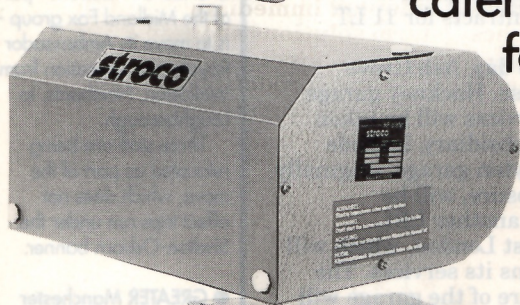
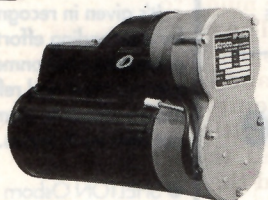
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■ COACH

BCC report urges help for coaches...

THE Bus & Coach Council has demanded a better deal for the coach industry in its manifesto, *Putting Passengers First*, which was released at a press conference in London this week.

Following on the heels of its Buses Mean Business initiative, the BCC's latest policy document calls on the Government to:

- Extend fuel duty rebate to all travel by coach;
- Increase capital allowances to allow operators to buy environmentally friendly coaches;

- Provide better parking and access to tourist attractions;
- Give coaches access to all bus priority lanes;
- Keep responsibility for speed limits on motorways with each member state of the EC.

The report calls on the Government to support coaching because it effectively satisfies the needs of the public and can make a significant contribution towards combatting pollution and congestion.

The BCC says that effective funding should also be given

to ensure that demonstration projects outlined in the 'Buses Mean Business' document be introduced as soon as possible.

It also says that local authorities should - with Government support - develop comprehensive bus priority measures in urban areas.

Deregulation of the bus industry should be retained, with policies towards buses amended to build on the strengths and eliminate the weaknesses.

To establish broad lines of

transport policy, the BCC wants to see Area Transport Boards (ATBs) elected. These would include coach and bus operators and other professionals who would be responsible for submitting three-year plans to central Government.

More power and resources for traffic commissioners is also necessary, adds the BCC, to ensure higher standards for entry to and within the industry.

● **Next week: reaction to the BCC proposals.**

■ TOURS

... as Government releases its report on coach tourism in London

A GOVERNMENT-sponsored report about London coach tourism has finally emerged after almost two years' wait.

The report calls for tourist venues to provide parking, for new developments to take coaches into account, and for more resources to be given to the Police. It suggests a new central authority to co-ordinate coach traffic across the London boroughs, and a revolutionary charge for foreign coaches coming into the capital.

Work on the report was complete in October 1989 but since it went to the Transport and Roads Research Laboratory, there have been continual delays and even allegations that it has been tampered with. The Department of Transport last year promised publication 'in the New Year'... but despite it being dated April 1991, the report has only just reached the Police and the Bus & Coach Council.

A Metropolitan Police spokesman said that, until *Coachmart* contacted him, he was not aware that the report had been published. And the BCC had not had a chance to examine the document in detail.

'Of course, this report is very welcome,' said a BCC spokesman. 'But exactly when are the DTP going to act?'

The general recommendation of the report is that tourism by coach should be encouraged, and that underground trains and buses are not a practical alternative.

It calls for a London-wide approach to planning and land use via a new body, adaptation of existing bodies such as LRT, or new responsibilities for the London Traffic Director. The role of tourist coaches should be made clear to the boroughs, says the report, and be afforded the same priority as any bus or rail transport system.

A radical plan to charge a levy to

all visiting foreign tourist vehicles - including cars - is suggested as a way of matching European tolls.

The survey identifies a large proportion of foreign coaches in the capital, many parking illegally.

The Police should have more resources, the councils more obligation to insist on coach parking at the planning stage, and tour operators booking vehicles should be made to pay parking charges. The report suggests operators use the BCC's Code of Conduct and liaise with each other over routing and timing to avoid creating bottlenecks.

Above all, the UCL team concluded that some policies should be adopted immediately, and that long-term solutions should be adopted 'as soon as possible.'

'*Tourist coaches in London*,' is available from the library unit TRRL, Crowthorne, Berks, Tel: 0344 773131, Fax: 0344 770356.

■ FIXTURES

Association members to get insight

VISITORS to this year's South East Regional Convention of the Vehicle Builders and Repairers Association in October, will be given an insight into the issue of Volatile Organic Compounds (VOC) from sponsor, PPG Auto Refinish.

The effective control of

Volatile Organic Compounds is a major issue for the refinish business and is due to be addressed by next year's Environmental Protection Act.

PPG advised early preparation and forward planning to be in position ready for new legislation.

COACH

MART

conference

Discover European coaching opportunities for just £49.99 + VAT

See page 18 for details

COACH

DSB Sales is named Javelin dealer

DENNIS and Plaxton have signed-up DSB Sales as exclusive dealer for Plaxton-bodied Javelin coaches.

The previous agreement with Yeates lapsed when Volvo bought the Loughborough-based dealership last year.

DSB is associated with specialist vehicle builder, G C Smith, which owns the seven-and-a-half acre site at Long Watton near Loughborough.

Mike Martin, Dennis' coach sales manager, said: 'The main advantage is that we retain an independent dealership in the area where Javelin has been sold from its launch.'

The deal comes at a crucial time for both Dennis and DSB. Dennis now has a much needed outlet for Javelins with Plaxton's 'new generation' body and DSB has filled a gap created when supplies of the Yugoslav-built Dubrava dried up.

DSB director, John Dunn, expects to review existing arrangements in the light of current political unrest in Yugoslavia.

DSB has taken about half-a-dozen stock Paramount 3200s from Dennis -



Celebrating the deal: (left to right) Mike Martin, Dennis' coach sales manager, Steve Burton, Dennis' managing director, Ann Prime, chief executive, G C Smith, and John Dunn, DSB director.

the first to be sold has gone to Chambers Coaches of Stevenage.

Mr Dunn told *Coachmart*: 'Once that's gone we will be selling the new body which is now going through the factory.'

Both 3200 and 3500 versions of the new Plaxton will be built on Javelin. Neither Kirkby Coach & Bus at Anston, or Yeates Bus & Coach will sell the

coach.

Dennis hopes the new dealership will boost flagging sales for the chassis which managing director, Steve Burton, claims is the best selling coach chassis among small operators.

Javelin registrations this year are down by over 40 percent in line with market trends. Around 80 percent of Javelin coaches have either Plaxton or Duple coachwork.

In addition to Plaxton, Javelin coaches are available with Dutch-built Berkhof body from AVE Berkhof in Bracknell and from Salvador Caetano, the Portuguese manufacturer, through its UK dealership at Heather.

As yet there is no agreement between DSB and Dennis regarding Javelin spares and service, but the contract with Yeates expires at the end of this month.

● Jones of Hereford will take a one-off 10-metre Plaxton bodied Javelin for next season. Dennis see this vehicle as evidence of the Javelin's flexibility, which, if built within the 9.7-metre limit, makes it particularly suitable for airport transfer work.

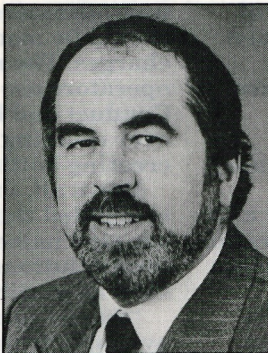
PEOPLE

Plaxton completes personnel shake-up

PLAXTON has completed its shake-up of top sales executives in the wake of the transfer of Reeve Burgess production to Scarborough and the departure of sales and marketing director, John Torr.

Former Reeve Burgess managing director, David Quainton, becomes bus sales director responsible for all Scarborough-built bus sales - including the Verde and Reeve Burgess products.

His sales team includes Chesterfield-based



Clive Hodgson: named coach sales director.

Rick Betton who covers the north and colleague, John Bell, based in the south.

To coincide with the new coach launch next month, Clive Hodgson

moves over to become coach sales director. Ken Taylor and Doug Woods will handle coach sales in the north and south respectively.

Both Mr Quainton and Mr Hodgson are based at Scarborough and are responsible to Neil Beresford, manufacturing division managing director.

Bob Walmsley goes to sales manager from north of England sales to strengthen Scarborough's on-site customer support team.

COACH

Cash boost will help Durham Travel expand

DURHAM Travel Services, the Tyne and Wear-based coach service operator, has received a substantial injection of funding to enable the management to buy the National Express share of the joint venture company (*Coachmart*, August 15).

The equity capital, provided by the Newcastle office of the capital investment group, 3i, will also allow the company to expand its fleet to operate newly-won routes for National Express.

Durham Travel Services was formed in 1988 following a management buyout from United Automobile Services.

The company currently operates 11 daily long distance coach services for NatEx to London, Holyhead, Aberdeen and Glasgow.

Managing director, Peter Lee, believes the firm has enormous growth potential and that now is the time to expand.

He told *Coachmart*: 'Declining interest rates and stable fuel prices following the end of the Gulf War have allowed us to speed up the expansion of our fleet, introducing the most modern coaches on our routes from the north east. We also expect growth from private hire of coaches and from contracts to carry passengers into Europe.'

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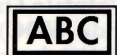
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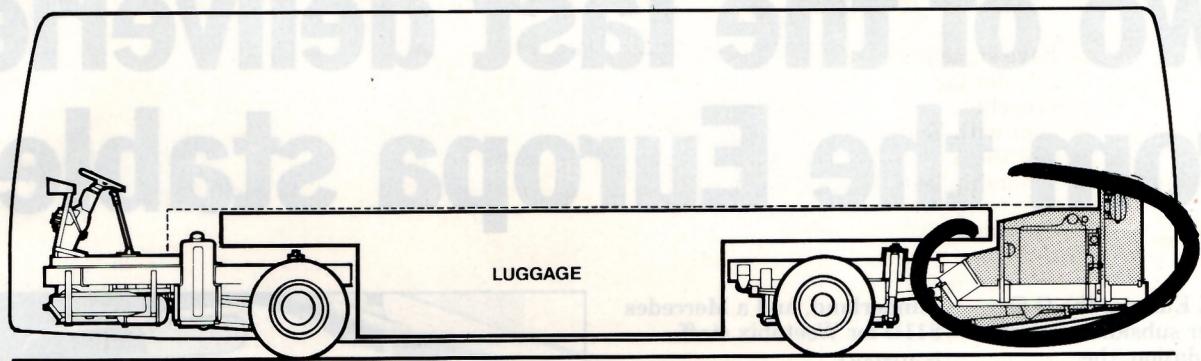
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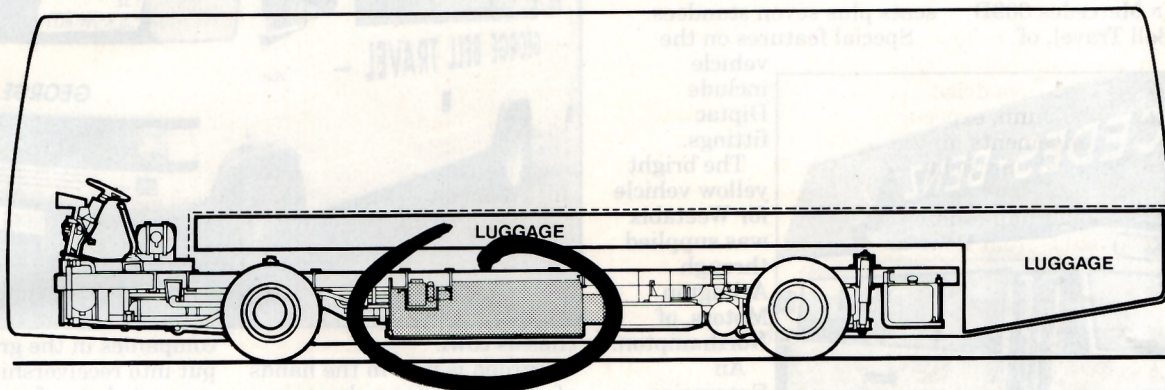
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You've been buying...You've been buying...You've been buying...You've been buying...

Two of the last deliveries from the Europa stable

BEFORE Europa, the G C Whittaker subsidiary, went into liquidation, the Doncaster company built up an enviable reputation for quality and service.

Two of the last vehicles to leave Europa's Kirk Sandall works were a Mercedes 609D for George Bell Travel, of

Sunderland, and a Mercedes 811D for Weetabix staff transport.

The 609 is a van conversion for local service work.

It is certified for 26 passengers with 19 Lazzerini seats plus seven standees.

Special features on the

vehicle include Diptac fittings.

The bright yellow vehicle for Weetabix was supplied through Arlington Motors, of Northampton.

An Enterprise 33-seat dual purpose bodywork is fitted on an extended



chassis cowl.

Europa is now in the hands of official receivers due to a composite banking arrangement within the G C Whittaker group.

A company spokesman said: 'As a result of other

companies in the group being put into receivership, and accounts being frozen, Europa found itself with no banking facilities and so couldn't pay its wages' (Coachmart, September 5, 1991).



Leyland Leopards for Lewes

LEWES Coaches, a subsidiary of Brighton Borough Transport, had two Leyland Leopards rebodied by Willowbrook to meet the needs of West Sussex County Council contracts.

After only two years in the fleet, the former Southend Transport Duple Dominant II-bodied vehicles were considered too old for frontline coach work. Complete with Warrior bodies, the new buses are finished in distinctive French blue, Oxford blue and white livery. Specification includes 48 moquette seats with provision for 24 standees, luggage pen, convactor heating, Diptac features and electronic



destination displays front and rear. They were given TLII engines while with Southend.

Area manager, Andrew Wickham, said: 'Apart from a few teething troubles the Warriors have gone down very well with staff and passengers -

they replace Leyland Nationals sold to Yorkshire Terrier.'

BBT bought Lewes Coaches three-and-a-half years ago. Although the nature of the operation is unchanged, the fleet profile has changed in favour of buses. It runs

only three coaches out of a fleet of 20.

A subsidiary, Lewes Commercials, has evolved on the same site with particular growth over the past 18 months as ERF dealer and specialist in commercial maintenance contracts.

You've been buying...You've been buying...You've been buying...You've been buying...

Oakley buys new Beaver

AFTER picking up Hampshire County Council contracts for Andover town services, Michael Jones of Oakley Coaches has bought a new Reeve Burgess Beaver finished to Diptac specification on Mercedes 811 chassis.

Mr Jones explained: 'It's tied-up for seven days every week and for a vehicle to stand up to that sort of work we needed something reliable.'

Oakley markets its bus network as Oakley Buses. The company has been in local service work for a long



time. It runs a mix of rural and town and services from Aldershot, Alton and Winchester, in addition to the

Andover routes and a commercial service in its home town, Basingstoke. After buying two local

operators - Porters and Gibsons - five years ago, the Oakley fleet consists of 30 coaches and seven buses. Mr Jones confessed that the coach activities concentrated on bread and butter work - schools and works contract with a sprinkling of private hire.

The company was slow to get into tendered local services. Mr Jones said: 'When they first came out I thought it best to leave it to the big boys, but after we took over some tenders with the two new companies I thought it was worth doing.'

Crusader goes to Mackie's of Alloa

ALMOST five years to the day after Mackie's of Alloa finally got its hands on the last Ward Dalesman chassis, the completed 53-seat Crusader rolled out of Willowbrook's Loughborough coachworks.

The ill-fated Dalesman saga ended in 1983 when the ambitions of the West Yorkshire company came to a premature end.

David Mackie had two chassis on order. The first - a steel sprung example - had already joined the fleet, but the second was incomplete.

Delivery was delayed until 1986, but the pressures of day-to-day coach operation forced the coach company to turn to Leyland Bus in Glasgow to finish-off the chassis

and fit a Cummins C series engine.

After David's death in February, his son, Lennox, took on responsibility for the business - including completion of the Dalesman project.

Lennox told *Coachmart*: 'The decision was to go for a relatively cheap people mover rather than a top spec coach.'

'We had some trouble with the turning circle for the Certificate of Initial Fitness.'

'The modifications required two trips down to Loughborough, and after that we know that it's a good quiet vehicle.'

'My father thought the Dalesman was an excellent product - basic but ideal for run of the mill coaching.'



Birmingham upgrades with 24-seater Merc

THE Birmingham Coach Company has a new 24-seat Mercedes-Benz 609D from Made-to-Measure to spearhead an upgraded coaching arm.

Managing director, Geoff Howle, said: 'The operation will be split into Birmingham Omnibus for the bus side and a new tour operation starting in December will be marketed as Howle's Tours.'

The company started on the coach side, but branched out into buses to take advantage of deregulation. Out of 39 vehicles only 11 are coaches; the remainder are busy meeting the needs of 2.5 million passengers a year.

A new coach livery of red and yellow on a white base has been applied to the 609D together with personalised registration, J4 BCC. TV, video and radio/PA were fitted.

The coach fleet includes two high-spec 1986 Jonckheere/Scania K112s bought from Bob Vale PSV Sales. BCC also runs a Leyland Leopard given a new Duple 320 body just over three years ago and re-engined with DAF power by Hughes DAF. Mr Howle said: 'Economy is up by five percent and performance wise, it's no longer a Leopard.'

BCC has added nine National 1s from Merseybus for local service work.



Time traveller reckons it's quicker on the buses

WHO'S this? Yes, that's quite right. None other than Dr Who - currently appearing as Sylvester McCoy in Hull - as he travels through time aboard a 1949 AEC Regal.

The good Doctor holds aloft £1,000 contribution for Cancer Research, raised by KHCT and given to the Round Britain Bus Marathon, being run by Luton and District, as it passed through the city.

It is not generally known

that Dr Who has been on Plaxton's payroll for a few years.

His brief is to design an eight-metre bus which can accommodate 238 seats.

He is already running a blue one loosely based on a phone box, but no-one can work out the timetable...

Right: Dr Who - alias actor Sylvester McCoy - with his new mode of transport.



Charles displays his crowning glory

CONGRATULATIONS to Down Hall general manager, Charles Blowfield (left), for winning this year's award for Worst False Sideburns.

His truly superb creations - made out of white pipe lagging which really stands out against his black hair - are a masterpiece of make-up - second only to those orange wigs bought by ageing TV presenters.



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1987 (E) Jonckheere Jubilee P50 Daf MB, 51 recliners, full executive specification
£62,500 + VAT

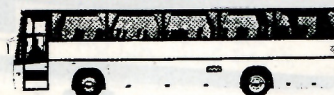
1986 (C) Volvo B10M Caetano Algarve, 53 recliners, radio/PA, power door
£49,000 + VAT

1984 (B) Mercedes Neoplan Cityliner, 53 recliners, sunken toilet, TV, video, coffee machine, refrigerator, reconditioned engine
£47,500 + VAT

1983 (Y) Bedford YNT Plaxton Paramount 3200, 53 seater, radio/PA/cassette
£22,500 + VAT

AVAILABLE SHORTLY - 1990 (H) Jonckheere P599 Deauville MAN 16.290, 51 Vogel Quadro 3000 recliners, centre sunken toilet and continental door, driver's bunk, double glazing, full executive specification. Sensible offers invited for this low mileage, high spec, luxury coach.

JONCKHEERE



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BOVA IS A REAL SHOW-STOPPER

Mike Morgan takes a close look at a used coach with every conceivable extra and discovers that exciting coach travel for VIP clients need not cost operators a fortune.

LONG, sleek and black, this is a show-stopper of the coach world. Dressed in a powerfully seductive livery enriched by gold relief, this Bova Futura held a special treat for those fortunate to be invited on board.

Open the plug door and the Futura's dark secrets are revealed. Executive seating at tables and a rear kitchen area fitted to the best standards of corporate entertaining.

Coachmart arranged a special road test to see if such a coach could fill a niche on a budget.

The coach was clearly secondhand because it showed evidence of a previous life. Nevertheless, with futuristic Futura styling and personalised number plate, its true age was difficult to define - its new owners hoped to cash-in on the disguise.

I had to confess that the coach was something special. After all, it had been the John Player Special hospitality vehicle.

When given the chance to look over the coach at Van Hool UK's Wellingborough sales outlet I had earlier confirmed that this was a vehicle with something very special for coach passengers.

Even a very brief check convinced me that the vehicle has sufficient charisma to persuade potential coach customers to part with their cash. This coach could be hired-out at a premium. Therefore I made a note to follow the Bova to its new owners to check out my instincts. At £48,000, here was a cost effective entry into the lucrative VIP market.

Yorkshire operator, Pride of the Road, took the plunge. Within weeks of purchase the coach had proved its worth. A top class vehicle was claiming top class rates from top class customers. 'Pride' is justifiably proud of the coach and wanted to show it to Coachmart.

As I arrived at Pride's Huddersfield garage I could sense excitement in the air. The Bova was on the pumps being topped-up by a garage-hand. He turned and beneath the woolly hat his eager eyes looked straight at me. 'Ah bet you're excited,' he said.

Build

Nearly one-and-a-half tonnes of extras set this 30-seater apart from other Futuras.



Above: Bova Futura - the pride of the Pride of the Road fleet.

Right: 'Palatial' kitchen - the envy of most homes.

PERFORMANCE

Acceleration times

0-30 mph	16 secs
0-50 mph	39 secs
0-70 mph	69 secs
30-50 mph in top gear	26 secs
50-70 mph in top gear	39 secs

● Lowest comfortable speed in top gear - 28 mph

From the outset the coach has superb good looks. Black and gold on the outside makes a bold statement of intent, and the theme continues right back to the rear galley area.

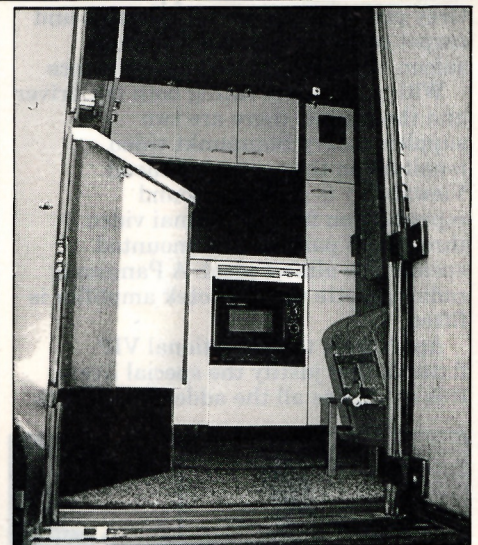
Step inside and it's a whole new world of unashamed, no-expense spared, mobile luxury.

An inventory of luxury fittings is impressive in its length and inspirational in its quality.

Of course, there's a toilet, video, audio, tables and air-conditioning, but it's the scale of the catering facilities that elevates this vehicle into the super-coach league.

In the galley black becomes as overpowering as the fittings are comprehensive.

Pride replaced the old black Formica



with grey to improve things, but without windows the need for illumination is constant.

Although claustrophobic (particularly on the move), this kitchen is a palace compared with the cramped servery masquerading as catering facilities on the more usual executive coach.

To work here must be a pleasure. However, this must be an assumption about the job satisfaction for those charged with the task of mobile catering. I'm rarely trusted with beans on toast, never mind meals for 30.

Given domestic size fridge, freezer, microwave, L-shaped worktop, adequate storage above and below, then any type of meal can be prepared. It comes complete with the proverbial kitchen sink.

SPECIFICATION

Vehicle:	1985 Bova Futura FHD
Body:	30 seats plus hospitality
Engine:	DAF six cylinder vertical in-line rear mounted turbocharged diesel
Capacity:	11.6 litres
Gearbox:	ZF S6-90 six speed
Dimensions	
Length:	11.9 metres
Width:	2.49 metres
Wheelbase:	6.09 metres
Height:	3.515 metres
Unladen weight:	11,970 kg
GVW:	16,500 kg

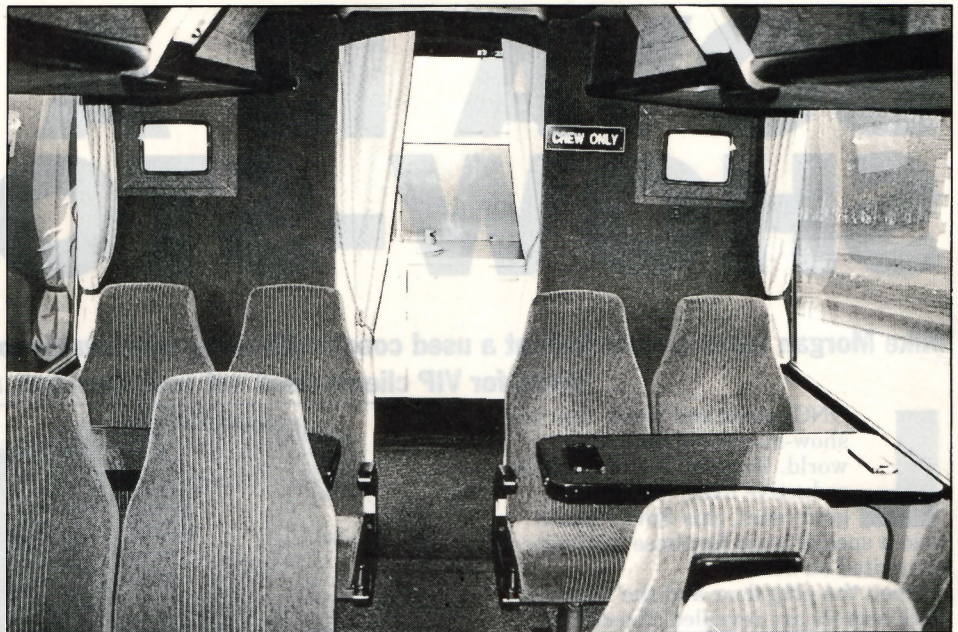
Passenger impressions

Seating is conventional by executive coach standards. All passengers have a table in a configuration which has 28 facing seats and a further pair at a single table.

The JPS insignia may have been erased, but the effective colour co-ordination is there to be appreciated. Grey pin-stripe moquette, curtains and carpet combine to produce a classy saloon - a sober, yet refined, ambience.

With passengers facing both the driver and the engine, there are two supplementary Blaupunkt video monitors on the centre bulkhead. Viewability is good and sound reproduction from the Funai video through 15 pairs of rack mounted speakers is almost ideal. A Panasonic radio/cassette with Autotek amplifier is fitted.

Apart from the exceptional VIP fixtures that justify the special livery, this coach has all the added attractions



Bova Futura: interior provides sumptuous comfort for VIP customers.

FUEL ECONOMY

Odometer at finish:	264,141 km
Odometer at start:	263,414 km
Total distance:	727 km (452 miles)

Section	Fuel used	Distance	Mpg	Ave speed
Trunk route	67.45 litres (14.84 galls)	235 km (146 miles)	9.84	41.7 mph
Cross-country route	71.59 litres (15.74 galls)	242 km (150 miles)	9.53	37.5 mph
Motorway	61.59 litres (13.55 galls)	250 km (155 miles)	11.44	62 mph
Totals	200.63 litres (44.13 galls)	727 km (452 miles)	10.24	

of a standard Bova Futura FHD.

The 30 recliners have individual grab handles and adequate - though not generous - leg-room. Seat moquette is repeated down the centre roof panel and complementary soft trim covered parcel rack, side covings and decency screens.

Despite a thorough valet by Pride, the carpet was clearly showing signs of heavy use - one of the few signs of age. At least it had effectively protected the under seat lino and centre gangway sponge rubber. Replacement would be easy and effective.

Driver impressions

The Bova entrance area is characterised by a level floor and shallow steps. This arrangement gives one of the best co-driver arrangements - an acceptable alternative to the usual well-conceived driver's seat.

In the Bova's case, excellent driver comfort comes from the multi-adjustable Bremshey suspension seat. Sadly, the full range of adjustment cannot be used due to the compact cab area. This,

combined with a fixed steering column, forced a compromise driving position where the indicator switch caught on my left knee. Both crew seats have comfortable inertia belts.

The compact theme continues to advantage by bringing all switches and controls within easy reach. However, this convenience comes at the expense of switches obscured by the steering wheel rim.

You would expect the Bova 'goldfish bowl' windscreen to give the best possible forward vision - and it does. But the effect is that of piloting a spacecraft rather than a coach, so it does take some getting used to.

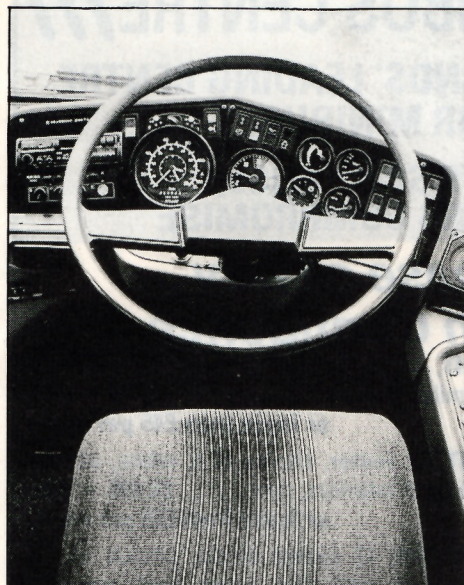
Sitting at the extreme corner of a 12 metre by 2.5 metre box while enveloped in glass is a unique experience. There are no reference points to judge positioning.

Nevertheless, you soon come to terms with width and length and obstacles to the front are easily seen. Bova could claim the best driving environment on a current production coach, but the mirrors on this test coach let the side



Futura: has driver appeal.

Verdict



V-shaped dash gives clear view of essential dials.

down.

For a start there was no interior mirror. But where would you fit one satisfactorily?

Two driving mirrors on each side are in some respects an admission of an imperfect situation.

Thick 'screen pillars' with pronounced rake ensure that mirror brackets appear in each lens, and the confusion presented by two mirrors of identical size showing the same image from different angles is not really an ideal aid to the Bova Futura's driving manoeuvrability.

Continental driving and antics require extra mirrors, but otherwise one perfectly sited mirror per side is the best solution.

Problems found during the test were mainly associated with mechanical wear and tear, yet are unlikely to affect passenger acceptance.

The front nearside wheel locked at the slightest excuse, but adjustment or new parts should easily cure this and, hopefully, a pronounced front brake squeal/judder which is hard to disguise.

Wind noise above 60 mph was a disappointment - as was plug door recycling.

In an attempt to keep drivers in check, Pride's fitters had turned-down the power from the DAF 11.6 litre engine to an embarrassing extent - especially on motorway hills.

Fuel consumption on the vehicle suffered as a consequence (down to 10.24 mpg).

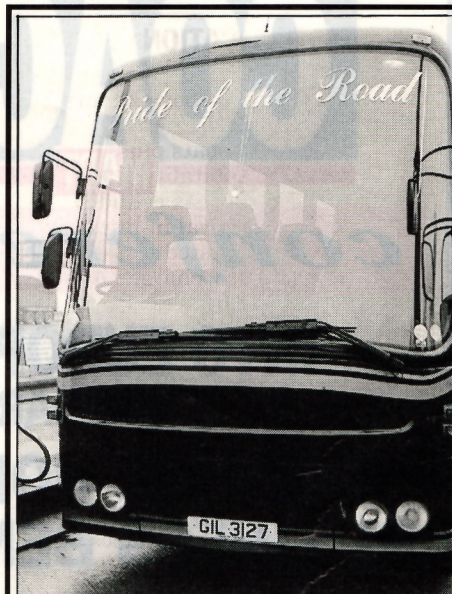
VIP work requires only the best drivers, so a return to full power is called for - otherwise highly valued customers will be unimpressed by the sluggish progress.

If you're still unconvinced that the potential return from the corporate sector justifies the phenomenal cost of a purpose-built coach, then the answer could be a carefully selected secondhand machine such as Pride of the Road's Bova.

However, coaches of this spec are few and far between, so you will have to move fast next time one appears in the classified pages of *Coachmart*.

Pride of the Road has made the concept work, proving that a coach with the Futura look can disguise age and still command top hire rates.

Operators buying new can expect to spend £150,000 plus - three times the cost of the Pride show-stopper.



Local businessmen fell for the luxury coach straight away.

Pride of the Road boss, Fred Platt, said: 'You only need a short ride down the road to feel the difference from other coaches.'

'When we first got the coach it was known as a flyer. Not all drivers can handle the power so the Royston fitters cut it back.'

Huddersfield depot manager, Paul Roter, added: 'We've shown that we can make it work.'

'Although its first work was to Silverstone, we wanted a different shape for Bradford City and Sheffield Wednesday directors.'

'We took it down to local businesses to show them and they fell for it straight away.'

AT A GLANCE

Ride quality:	Excellent absorbent ride. Minimal pitch and roll.		
Steering:	Light and vague - not enough road feel. Affected by cross-winds.	Heating:	Webasto fitted. Sonna thermostatically controlled saloon heating with separate demister using fresh or recirculated air.
Braking:	Powerful and progressive - front nearside wheel locked very easily.	Ventilation:	Sutrak air-conditioning fitted. Individual forced-air controls above passenger seats and two soft trimmed sliding roof vents.
Noise:	Wind noise from plug door and sliding windows. Otherwise quiet. Claustrophobic kitchen area suffered from engine noise around the compartment.		Peage and driver's signalling window provide ventilation in the cab area.
Sound measurement:	Front - 74 Db (A)	Lighting:	Roof rack support mounted main interior lighting and individual reading lights. Lamp above entrance and at stepwell.
Luggage space:	Full length racks and very large (12 cubic metres) underfloor locker space. Side locker flaps supported by gas struts.	Handrails and guards:	Black soft-grip grab rails either side of entrance and black metal handrails supporting front decency screens
Security:	Burglar alarm fitted, but not connected at the time of test. Key locks to all lockers and exterior key locks on all doors except the		



conference

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Concessionary fares - an age old problem!

Q THE question that I have wanted answered for years is this: what can you do to establish whether a young person is really eligible for a child fare?

GTL, Salop

a I, TOO, wish there was a clear and concrete solution as I suspect that we all lose in this way by the dishonesty of some young people.

My view is that a child fare is a valuable concession and anyone wanting any sort of concession in any other circumstance has to be prepared to prove entitlement to have it.

As there is no national policy on this, the best solution seems to be for all operators to clearly state in terms and conditions that acceptable proof of entitlement must be produced on demand to travel at a concessionary fare - as is already generally the case with senior citizens.

Many forms of age identifiers are available to young people - for example, school bus passes. Those without something of this kind can produce a photocopy of a passport page, a letter from a headteacher, etc.

Putting the burden of proof firmly on the shoulders of the beneficiary seems to me to be the only answer to this problem.

Some publicans and/or breweries already apply this, in the other age direction, by requiring proof that young people are old enough to drink on licensed premises.

Q IN April Marksman implied that traffic commissioners who expected higher standards from Bus & Coach Council members

QUESTIONS answers

Questions on any aspect of coach operation that is giving you problems should be sent to: Marksman, c/o Coachmart, Wentworth House, Wentworth Street, Peterborough, PE1 1DS, or by fax: 0733 62656.

were not being even-handed in their jurisdiction.

The members of this local operators' association agree totally with that view. We are concerned that this is still the line our area commissioner is taking. Can nothing be done to stop him taking this unfair attitude?

Secretary, local operator association (Name and address withheld)

a IF any commissioner was unwise enough in a public inquiry to say, or infer, that he operated to such a dual standard, I would strongly recommend an appeal to the transport tribunal and would confidently expect not only a favourable outcome for the operator concerned, but also some strong words of disapproval from the transport tribunal directed at the commissioner.

But if the discriminatory policy which you allege is being promoted in less direct ways (for example via the Vehicle Inspectorate or expressed in meetings between the commissioner and operator groups), a different approach would be necessary.

There is a statutory organisation which is charged to oversee the proper conduct of most quasi-judicial bodies. It is the Council on Tribunals, 22, Kingsway, London (Tel: 081 936 7045 or 7050).

If it considered your complaint well founded it would conduct an investigation and report to the minister (who alone has the power to reprimand or dismiss a commissioner).

I understand your concern and desire to get this problem sorted out, but as the allegations may be hard to prove and you do not want it to rebound in your members' faces, I would strongly recommend that you consider engaging a solicitor who is experienced in this sort of field to act for you.

Q PLEASE advise on a problem I and others have.

In order to compete with a large, dominant, operator, is it legal for a group of smaller bus operators to publish their collective time and fare table?

Together we have an alternative network which matches that of the dominant operator, but individually we only have isolated routes.

STF, Gloucs

a YOU would be well advised to study the free publication

'Restrictive Practices in the Bus Industry', from the Office of Fair Trading, RTP Enquiries, Field House, 15, Bream's Buildings, London.

Publication of a joint time and fare table would seem to imply some agreement between operators on routes, timings and fare levels - all of which are agreements which must be registered with the OFT. Depending on the facts of such agreements, those relating to routes and times might not be seen as anti-competitive as long as the participating operators are, individually, free to change them as they wish. I think it will be almost impossible to demonstrate that an agreement on fares is not anti-competitive - but perhaps on your alternative network there are no common route sections and thus no need to agree common fares at all.

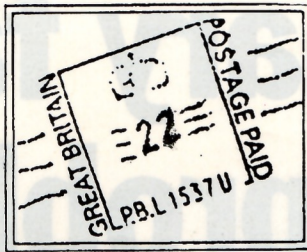
Q HOW can VAT paid in other EC countries be reclaimed?

MP, Suffolk

a YOU have to register in each country and they all have different VAT rates and groupings. As fuel is likely to be the most affected item, you might use agency cards from one of the fuel companies who reclaim on your behalf and bill continental fuel less any VAT. Another card supplier - UTA Freight (UK), 22, Market Square, Westerham, Kent, TN16 1AR - charges VAT in full on fuel purchased with its cards but, through a subsidiary company, will obtain refunds not only of that, but all other eligible EC purchases. A small percentage fee is charged.

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The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

From Tony Robson

May I congratulate *Coachmart* for the way it has promoted the cause of drivers who have taken the Institute of Advanced Motorists' test. Everyone wins with an advanced driver:

- the bus or coach company they work for by increasing the mileage between failures and accidents;
- the drivers themselves by being more competent and reducing the 'stress factor';
- the passenger - although they may not realise the increased safety factors, they will appreciate a trouble-free journey - and that could lead to a re-booking.

I am the founder and central co-ordinator of the Yorkshire Rider Bus Group of the IAM. It was officially launched in March last year and to date 310 drivers have paid to take the course.

Of these, 173 have passed their advanced driving test. We have had two failures - our success rate is 98 percent.

The group operates in all the major areas of the company - Leeds, Halifax, Bradford, Kinsley and York. In each location there is a co-ordinator to oversee the training pyramid and 56 advisors who operate the training system.

The one single personal advantage for those who pass the test has been the removal of all stress-related incidents which can cause breaks in the work pattern of drivers. There have, however, been several complaints from the wives of these advanced drivers that their husbands have become too sexually active. On the other hand, some of the wives have congratulated us for this!

Any interested party - company or individual - can contact me - free of charge - for further information.

TONY ROBSON
ADVANCED DRIVING
c/o YORKSHIRE RIDER
1 SWINESGATE
LEEDS

CTC day was a success

From David Sellars

SIR

I was very interested to read of the success of the Coaching For Pleasure Day which was organised by the Coach Tourism Council and I must add that I am delighted to have the opportunity to be a member of the council.

I would like to take this opportunity of congratulating the organisers and participants of the event, which is certainly putting the thoughts of the CTC to

operators who had not previously been aware of our intentions.

Chapman Stevens was pleased to sponsor the day with the personal accident insurance cover for the 24 hours of the event and I am pleased to say the day ended without any claims being made. On this occasion, too many 'Cooks' didn't spoil the broth!

DAVID SELLARS
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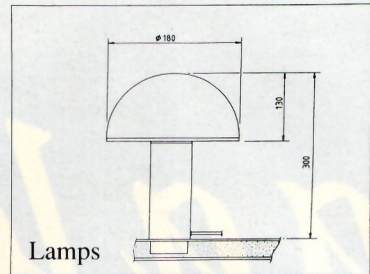
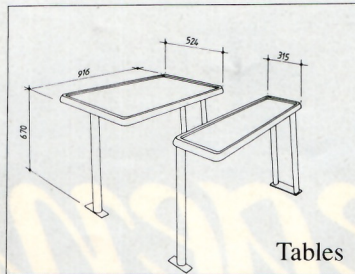
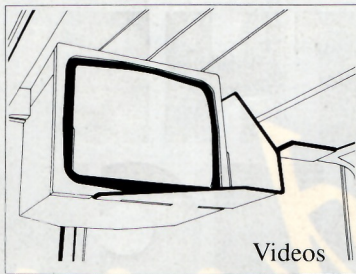
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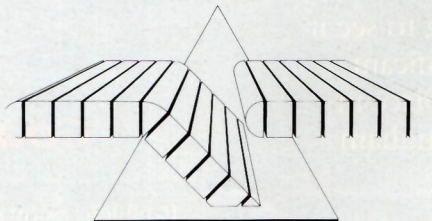
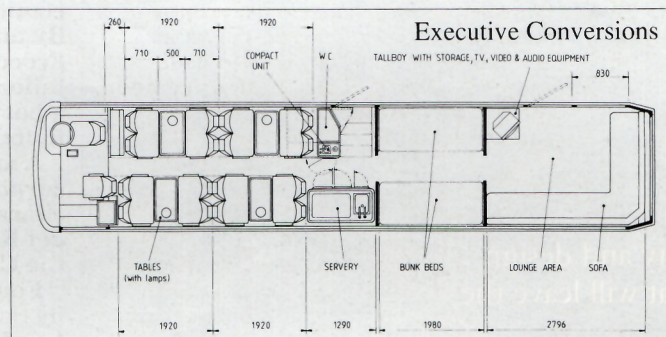
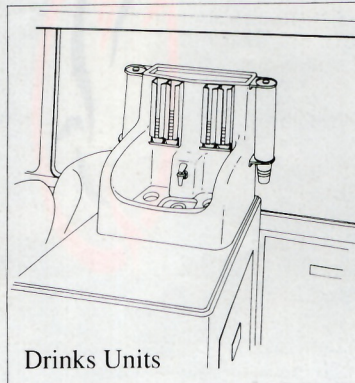
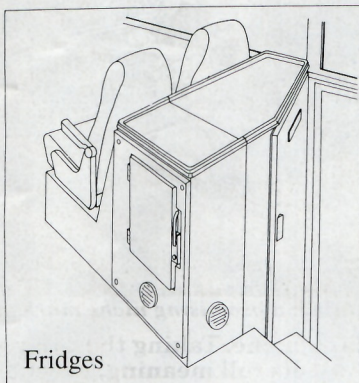
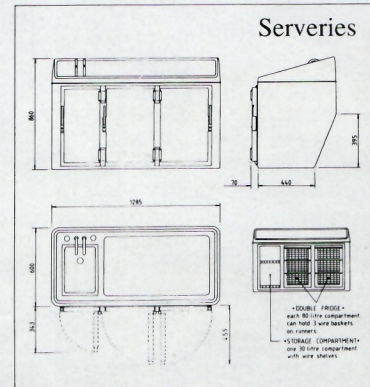
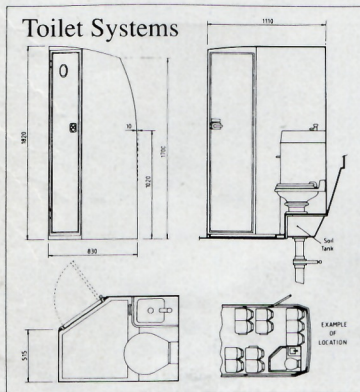
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FINDING THE MARKET NICHE

Mike Morgan looks at coach operators who profit from opportunities missed by others and gives advice on how your company could fill a commercial gap.

SOME call it segmentation others call it clever. But to most people it is niche marketing. In essence it means profit.

The economics of coach operation make fine variations in receipts or payments critical to bottom-line results. The trouble is that a competitive environment invites others to cream-off your profit. Witness the effect of local authority tendering. If you have a profitable contract, then another operator down the road will want to wrestle it from you at the earliest convenience.

A choice for many is either high volume and low profit, or low volume and high profit. You either swim with the crowd or do something which is different.

If nobody else has seen a profit opportunity, then you will have a competitive advantage. That must be a good thing.

You gain that advantage from either an overall cost benefit compared to the competition, or by offering the market a unique or differentiated product which is appreciated by your passengers.

Nobody can avoid the reality of a coach industry characterised by a large number of small players. This gives good reason to feel confident about exploiting niche opportunities. The conditions are

ripe.

Glance around your area and spot the operator who is successfully doing something different.

They are the ones who have found a niche, and a niche usually means unfettered opportunity.

Other industries dominated by a small number of truly monolithic giants are sluggish and unresponsive. There is no incentive to try hard because there is no threat to the uninterrupted flow of cash. Of course, this is the core of the Government's competition policy, which has led to such fundamental change.

Whether you like it, or not, coach companies in 1991 can no longer take comfort from a secure base.

Former NBC subsidiaries and council-owned companies have been forced to seriously address their business strategy.

Some have turned to coaching as a means of diversification. But this is not niche marketing. Nor is it niche marketing for a small company to cream-off the lucrative local service routes of one of its competitors.

So what should you do?

Freedom Tours, of Farnworth in Greater Manchester, has a



Corporate entertaining: a promising niche market.

niche. Taking the company name at its full meaning, Freedom provides a specialist service for church, community and old peoples' groups. By understanding its clients Freedom gives satisfaction. It tailors its operation to the needs of a particular group. In short it has found a niche.

A more easily recognised niche is corporate entertainment, characterised by Yorkshire Rider's Jet Rider or 1990 Coach of the Year - the Coliseum Statesman.

Four dedicated VIP coaches run by Scan Coaches in north west London form a minority part of its 42-vehicle fleet, but the niche occupied by these lavishly equipped vehicles makes a growing contribution to turnover - seven percent in 1990.

You don't need to think big to fill a niche. Operators of Asquith's charming replica minibuses do very nicely thank you.

Carl Bray, of Thirsk Carriage Company in North Yorkshire, was certain that a market existed for an Asquith type operation in



Freedom Tours: provides a specialist service.

◀ Harrogate, York and Herriott country.

However, he warns: 'Make sure you have enough money to keep you going in the short-term. At least three quarters of potential customers don't know you exist.'

'You must find some bread and butter business - don't do it on promises. The ones who have got off the ground have a contract with a hotel, for example.'

'Make sure you have enough money to keep you going in the short-term' - Carl Bray of Thirsk Carriage Company.

Britannia Travel - which is run by Tony Broome and Sue Eastwood in Otley, West Yorkshire - has carefully nurtured its share of the corporate market over the past year (*Coachmart*, August 1, 1991).

Starting from base early last year, Britannia bought a new Optimo and rapidly found a niche providing personal service to small groups. The Optimo was changed for a Caetano-bodied MAN 10.180 as the company consolidated its position.

Tony Broome spent 15 years driving coaches for other people and felt confident that he knew the business. Sue Eastwood took a year out from office work and gained her CPC while working on a business plan.

They started cold on April 1 - a date that could easily have been appropriate - and quickly plugged a gap by appealing to people who wouldn't normally take a coach.

Plugging a gap is perhaps an easier term than finding a niche. Dick Bennett did it in Newbury and found the market opening up before him at a faster rate than he could have predicted in his wildest dreams (*Coachmart*, August 8, 1991).

In hard times businesses old and new must look beyond day-to-day survival. New ideas, new applications of existing services or the use of new technology is the



Yorkshire Rider's Jet Rider: geared to corporate entertainment.



Thirsk Carriage Company: operating in Herriott country.

order of the day.

There is a need to take the initiative and almost all initiatives start with the identification of a niche which is targeted and exploited.

Your past track record will not necessarily carry you through a very difficult winter. Start thinking of niche opportunities now.

It is impossible to list them here - life could never be that easy.

Nevertheless, consider Dublin Bus and its excursion into the wedding market with specially painted Leyland Olympians. Several UK coach operators, particularly those with mini-coaches have already pounced on these local opportunities.

Niche market segments are characterised by being small and offering high added value.

Your past record may not carry you through a difficult winter - start thinking of opportunities now.

They also:

- have vague characteristics in the early stages of development;
- need innovation;
- relate to specific customers;
- require close customer relationships to identify needs;
- imply a high degree of risk.

With high demands on management time and dedicated investment, together with associated high risk, it is easy to write off niche markets - they stimulate newcomers because they dangle the profit carrot.

However, established coach companies may ignore a niche at their peril.

Frequently niche exploitation turns into a large market segment. Also, the effort and skills required can have a positive spin-off to other areas of business.

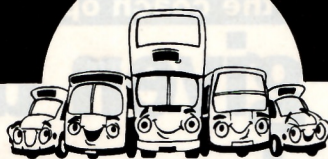
Perhaps this is one way to get into Europe in 1993. Local markets will prefer the known and trusted supplier for its mainstream demands, but find a niche and provide a service the local consumer has been thirsting for and bingo - you could be in with a chance.



Scan Coaches: runs four dedicated VIP coaches in 42-vehicle fleet.

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Weekly report on law and the coach operator by Michael Jewell

Roy Evans is given deadline to sort out maintenance problems



CARDIFF coach operator, Roy Evans, has been given just short of

12 months to get his maintenance arrangements right, by the South Wales traffic commissioner, John Mervyn Pugh.

Mr Evans, who has held a licence for 15 years and trades as Roy Evans Motors of Llandaff, apologised to the commissioner for being called to a public inquiry for the first time in his career, when the duration of his licence was cut so that it now expires at the end of next August.

For Mr Evans, Roger Cradick said that he was very conscious that the

public inquiry was a blot on his career as an operator.

Mr Evans had suffered difficulties over the past 12 months, but he felt that the commissioner was more concerned with the future than the past.

Commissioner told that Roy Evans was conscious the public inquiry was a blot on his career.

'He accepts that the situation was not what it should have been and the onus was on him as an operator,' said Mr Cradick.

The vehicle examiner's report was quite

favourable and the facilities were considered satisfactory.

Mr Cradick said: 'He has taken the situation to heart and dismissed one of the fitters and employed a second fitter as well.'

The main problem was said to be a lack of maintenance inspection records, which suggested neglect. However, the fitter had departed in controversy and the maintenance sheets were destroyed.

Mr Evans said that he was prepared to put in any system of planned maintenance suggested, and he was delighted with the idea of implementing a drivers' daily nil reporting system using a simple duplicate book.

Cutting the duration of the licence to expire next August, Mr Mervyn Pugh said that would give Mr Evans time to get his house in order.

The renewal application would be heard at a further public inquiry.

The main problem was said to be a lack of maintenance records which suggested neglect.

He hoped Mr Evans would 'come in with a smile and a bounce.'

It was suggested Mr Evans have his vehicles checked by an outside garage every three to four months.

Traffic commissioner adjourns Knights' case until next month



THE disciplinary case against Knights Coaches (Swansea) has been adjourned

until October, by the South Wales traffic commissioner, John Mervyn Pugh.

Director, Royden Kendrick, said he carried out the extra maintenance work himself and 'it got on top' of him.

Director, Royden Kendrick, said that he had done all the maintenance himself until June, when he appeared before the traffic commissioner at a Cardiff public inquiry.

He said: 'There was so

much work it just got on top of me.'

The company had now taken on extra staff following advice from Department of Transport vehicle examiners.

He accepted that he had not kept records properly and that he had not been as thorough as he should have been.

And he also admitted he did not know what the Tester's Manual related to.

Mr Mervyn Pugh said that he was not satisfied. His concern was that unless the company was aware of the proper recommended system of maintenance, and had knowledge of the manual, there was no way that its vehicles would be kept in a fit condition and proper records kept.

He pointed out that the inspection sheets currently being used were out of date - a fact which Mr Kendrick

admitted was a complete surprise to him.

He gave an undertaking to obtain the appropriate forms and put the recommended system of maintenance into practice at the company immediately.

Philip Withers, a shareholder and in charge of the company's general running, admitted its maintenance system had not worked.

He said that since the unsatisfactory fleet check by DTp examiners, during which a considerable number of defects were found on the company's vehicles, it had taken on board the examiners' advice.

Adjourning the proceedings, Mr Mervyn Pugh said that the last thing he wanted to do was to put the company out of business.

He suggested that the company considered

inspecting its vehicles every two weeks and calling in an outside contractor, every three months or so, to check on its maintenance standards.

And he required it to put seven of its 10 vehicles through the MoT test.

Mr Mervyn Pugh wanted the company to use the maintenance system recommended in South Wales.

Mr Mervyn Pugh said he wanted to see the system of maintenance recommended in the South Wales area in operation.

'It is a simple system - don't complicate it,' said the commissioner.

Weekly report on law and the coach operator by Michael Jewell

Graham Lemons blasted for causing traffic area problems



GETTING information out of Graham Lemons, who trades as Diamond Mini Coaches, of Sheffield, was 'like getting blood out of a stone', it was claimed by North East deputy traffic commissioner, Brian Horner.

Mr Lemons was appearing at a Sheffield disciplinary inquiry where he had the duration of his PSV operator's licence cut to expire in March next year.

Mr Horner said Mr Lemons had been called to a public inquiry because of several unsuccessful attempts to clarify his operations. Mr Lemons was granted a restricted licence in 1988 for one vehicle. In March 1990 a vehicle examiner was unsuccessful in attempting a spot check maintenance investigation as Mr Lemons was no longer operating from his designated operating centre and could not be traced.

Mr Lemons said that at that time he had just split up with his girlfriend and as a result had changed his address and sold his minibus.

After Mr Horner said Mr Lemons had failed to notify the traffic area of his change of address and that he was no longer in possession of a minibus, Mr Lemons replied: 'I was going through an emotional period and I was trying to get myself sorted out.'

Mr Horner pointed out that Mr Lemons still had responsibilities. He had started a business on a restricted licence, but had failed to notify the commissioner of his change of address and circumstances.

After Mr Horner had said that Mr Lemons had been asked to produce pay slips for the previous six months to prove that the operation of the minibus

was not his main income, Mr Lemons claimed that he had not kept them.

He said that he had written to his former employers requesting that they send a letter giving the required information, but he had not as yet received any reply.

He now worked full-time as a fitter for John Proctor, trading as Diamond Travel Coach Hire, having been employed by Mr Proctor since July 1991. He had worked for his former employees for six months from July 1990 to January 1991. He was then off sick until March 1991. After that he worked part-time for Diamond Travel Coach Hire until July when he was taken on full-time. Mr Proctor operated four vehicles.

Graham Lemons admitted making a lot of mistakes but said he wanted to better himself and take the CPC exam.

Asked what the relationship between Diamond Mini Coaches and Diamond Travel Coach Hire was, Mr Lemons said he used its operating centre and maintenance facilities for his vehicle. He started his business before its business was set up and was using Diamond Mini Coaches as his trading name. He had evidence to prove he had a business bank account.

'I have done a lot of things wrong, but also I have done a lot of things right on the maintenance side,' said Mr Lemons. 'I have made a lot of mistakes but I wish to better myself in this business. I want to take the CPC exam and then apply for

a national licence.'

Mr Horner said he accepted that Mr Lemons carried out his own maintenance, but he would require evidence that his accounts were positive and that they allowed him to operate his vehicle satisfactorily.

Mr Lemons said that being a fitter, he had the advantage of keeping the maintenance costs down. He believed in preventative maintenance, and his customers had been satisfied with his minibus service. He had made mistakes but he had now sorted himself out.

Cutting the duration of the licence, Mr Horner said he could not totally overlook the fact that clearly Mr Lemons' administration had broken down.

The department had been caused a lot of trouble, and had expended a great deal of time in trying to locate Mr Lemons, get hold of the vehicle to inspect it, and to get him to provide details of his bank account and evidence that he was in full-time employment.

It had been like getting blood out of a stone to establish those facts, and Mr Lemons had caused the traffic area a great deal of inconvenience.

Mr Lemons had now produced evidence that he was in full-time employment, and was maintaining his own vehicle, and he had undertaken to give further details of his financial resources. Mr Horner was prepared to let Mr Lemons carry on operating until the end of March 1992. That would give the department chance to inspect his vehicle and for a traffic examiner to make sure all the records that had been deficient were now in order. He wanted to be satisfied that Mr Lemons was as good as his word and operating within the conditions of his licence.



DESPITE holding that Warrington Borough Transport had unfairly

dismissed one of its accounts clerks, a Manchester industrial tribunal ruled that it would be wrong to award any compensation.

It said the sacking of Brenda Keefe was unfair because there had been significant departures from the company's disciplinary procedures. In particular, when she was given a written warning in April last year, the financial director had not

Warrington unfairly dismissed clerk

told her or provided her with a copy of the appeals procedure.

Added to that, when Mrs Keefe was dismissed in September 1990, she had not been given sufficient time to prepare her case as she was hardly given a day's notice.

However, the tribunal said Mrs Keefe had contributed 100 percent to her own dismissal. It said despite

having been an accounts clerk with over 11 years experience, there had been a marked deterioration in her work over the last year to 18 months of her employment.

There was a catalogue of constant errors and WBT said that her inability to improve showed a serious lack of concentration and a poor attitude towards her work.

The tribunal heard there

had been serious mistakes - some involving substantial amounts of money. Once the company's managing director and finance director had the embarrassment of having to call on a supplier to obtain a financial refund because of a duplicated payment by Mrs Keefe. She received a severe written warning in April 1990, threatening the sack unless she improved within six months. That warning made no difference.

Mrs Keefe accepted the mistakes she made were both significant and serious and said she had not realised the extent of them.

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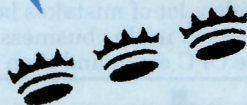
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Cutbacks have no effect on coaches

TOUR and coach operators are not expecting any problems crossing the channel despite Sealink Stena's cutbacks and P & O's announcement that it will end passenger sailings from Dover to Zeebrugge in the New Year.

The axeing of the Folkestone-Boulogne route by Sealink at the end of the year and the loss of around a quarter of the workforce will mean tours already booked for 1992 may be moved to other ports - Dover in particular, where there is a great deal of spare capacity.

'We haven't dealt directly with 1992 bookings yet but I don't see any problems arising,' said one wholesaler in the coach market. 'Dover is a viable alternative port.'

A Sealink Stena spokesman said there were three times as many sailings from Dover and capacity to



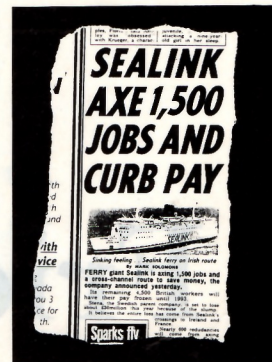
Sealink Stena: business as usual for coach operators.

absorb the loss-making Folkestone-Boulogne traffic with ease.

The Zeebrugge passenger traffic will be absorbed by P & O's Felixstowe service, and of the three ferries used, two will move to the Cairnryan-

Larne crossing and one to Dover-Calais.

'The emphasis on the Dover-Zeebrugge crossing will be on freight, on which we have spent £200 million on improvements,' said a P & O spokesman.



Sealink Stena trims to stay ship shape

SEALINK Stena will be 'living on an overdraft' by the end of the year unless it can shed 1,500 jobs by the New Year.

The shock announcement last week that Sealink Stena is to pull back group losses of around £30 million almost entirely with job cuts in the UK and the end of the Folkestone-Boulogne is a result of both planning and reaction to the market.

Despite a spend of £178 million on new routes, port facilities and ships, Swedish-owned Sealink Stena had already made known its intention to cut costs. In the same breath, in October 1990, Sealink Stena announced 850 jobs would go and the imminent closure of the Folkestone-Boulogne route.

'It was an awful lot of investment to gain a higher market share,' said a company spokesman. 'It was then that we walked smack into a full-blown recession.'

Despite admitting that performance had been below expectations, the spokesman maintained that the problem was one of costs, not revenue: 'For every £1 Sealink Stena turns over, it spends 37 p on staff costs. That compares with 25 p for other ferry operators,' he said. 'We'd have to double revenue to be able to ignore our high staff costs.'

The 25 percent cut in jobs, from 6,000, would be made from board level downwards, he said: 'We're not expecting any strike action in Britain. Our record in industrial relations is excellent.'

Star venue

STAR-GAZERS have flocked to Cheshire telescope centre Jodrell Bank to give it its highest visitor figures in a 25-year history.

Around 150,000 people went into the science centre in 1990/91, most to see the giant Lovell Telescope but many to enjoy gala occasions, such as the visit by HRH Princess Margaret and Russian cosmonaut Georgi Crechko.

New attractions at the venue include an Environment Discovery Centre, and this September a new exhibition called 'The World of Trees.'

Details of all Jodrell Bank Science Centre facilities are available from Sylvia Chaplin, Tel: 0477 71339.

Arctic coach trips set for 1992 boom

FISHWICK'S coach trip to the Land of the Midnight Sun was a real show-stopper - with whole villages turning out to see the British vehicle climbing toward the Arctic Circle.

The sales success story (*Coachmart*, May 30) was justified with a trip which Fishwick's tour manager Tony Aldam rated the 'experience of a lifetime.'

'We had reindeer running down the road in front of us, we met Santa Claus at the Arctic Circle and were lucky enough to see the North Cape on a sunny day,' he told *Coachmart*. 'We also had to get used to dawn at just after midnight!'

The 17-day, 5,000-mile holiday was such a success, Fishwick's has arranged a reunion for all the passengers in York... a chance for them to see each others photos and videos.

Only hitch was the cancellation of a short ferry crossing to Helsinki by Finnjet due to mechanical breakdown. An alternative route was worked out by wholesaler Norman Allen, taking the holidaymakers through Southern Sweden.

In all, six operators took coaches north of the Arctic Circle on Norman Allen tours. Only Fishwick's went as far as the North Cape, but the Grand Edwardian Touring Company took a vintage AEC to the little town of Bodo.

'The Land of the Midnight Sun has proved a trump card for enterprising operators, even in a difficult year for the trade,' said Hereford-based Norman Allen.

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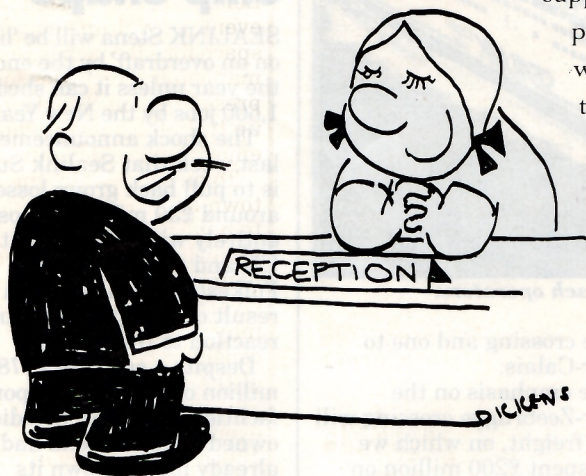
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Ideal Home Exhibition is great for operators too

THREE-and-a-half weeks of varied topics make the Ideal Home Exhibition ideal for coach operators too.

The massive *Daily Mail* show at Earl's Court, from March 12 to April 5, takes in everything from swimming pools to holidays, computing to kitchens, in four-day chunks which make it possible for the operator to plan several trips during the exhibition.

The show plan begins on

March 12 with the themes: good food, pools, kitchens, gifts and tableware and weddings.

On March 19 the themes change to holidays, bodycare, music, photography, DIY and security.

On March 26, it's the turn of careers and training, style and beauty, home buying, homes abroad, gardening, personal finance and holiday homes.

The final four days, from

April 2 to 5, is themed toys and games, environment, home computing and sport.

Tickets for The *Daily Mail* Ideal Home Exhibition are £5.50 for adults, £2.50 for children, plus an additional 12 percent discount. Tickets are sold on a pre-paid, returnable basis.

For further details of the Ideal Home Exhibition, phone 0895 677677 and ask for the group ticket office.

ICT brings in 'Superdeal'

INDEPENDENT Coach Travel, the London-based supplier of package tours to the coach industry, will pay hire fees of up to £2,400 on a range of five to seven-day European breaks during the autumn, winter and spring.

The company's 'Superdeal' scheme offers the cash incentives to coach operators who sell organised tours at pre-determined retail prices.

These range from £99 for a five-day tour to the French Riviera or from £119 for a six-day 'Winter Wonderland' tour to Austria.

Hire fees payable by ICT are calculated on the number of seats sold by the operator at the fixed retail prices.

A coach company selling a five-day tour to the French Riviera for £99 per person will receive £1,200 hire fee for 30 places sold, £1,600 for 40 places, up to a maximum £2,100 for

49 places.

ICT's sales and marketing director, Stephen Moore, said: 'Our 'Superdeal' programme includes Lake Garda, Austrian Lakes and Tirol and Switzerland.

'We are paying coach firms up to £420 a day on particular tours - a rate I am sure many are not receiving in the peak months.'

The 'Superdeal' includes cross-Channel ferries and accommodation in 2/3 star hotels and half-board at all destinations except Switzerland and the French Riviera where bed and breakfast is provided.

The offer runs until the end of December 1991 - excluding Easter - and is featured in the company's new brochure which will be available shortly.

Further details about ICT's 'Superdeal' are available from Stephen Moore on 071 538 4627.



The White Cliffs Experience: just one of Kent's many attractions.

Kent is so popular with the over-45s

MORE than half the visitors to Kent are aged 45 or over, and the big spenders were the over-65s.

A new survey shows that Kent visitors stay an average of 8.7 nights for main holidays, 5.3 days on other holidays, and spend an average of £42 a day - both figures higher than the national average.

The total spend for Kent's visitors comes to £300 million a year, supporting 75,000 jobs. But the survey's author, Kent County Council, would like to see even higher figures.

The council is spending £1 million in the next three years to raise the profile of Kent's tourism but says its own holiday guide and concurrent promotion may have generated £35 million-worth of business.

The guide was used to sample Kent holidaymakers. There were 40,000 guides issued and 40 percent went to tourists who had visited Kent during 1990.

Copies of the Kent Tourism Survey, priced £10.50, are from Kent County Council, Economic Development Department, Springfield, Maidstone, Kent, ME14 2LL, Tel: 0622 696165.



CTC looks for new Pleasure Day venue

THE Coach Tourism Council is hunting for another town to host its annual Coaching for Pleasure Day - which this year attracted TV and newspaper coverage.

So far, Nottingham and Leicester have hosted the event, providing enough space for 40 coaches to manoeuvre, facilities for a press lunch and seating for up to 1,500 'guests' who enjoy the free day out.

To be acceptable, the host town or region would need to have a number of attractions within half-an-hour of the main venue. Overnight accommodation may even become a consideration for more out-of-the-way places.

This year's Leicester event coincided with the 150th anniversary of travel agent Thomas Cook's first package deal - a coach trip - from the city. A huge number of 'Cook' families arrived from all corners of the UK.

'The event is getting to the stage where it is a positive benefit for tourist centres who want to demonstrate their region to the public and coach operators,' said organiser, Andy Grout. Nottingham recorded five percent more visits to its TIC and souvenir sales are up by 26 percent this year.

There's an October 31 deadline on venues nominating themselves.

● EuroDisney is among a number of new members of the CTC. There was a spurt in applications after the Coaching for Pleasure Day, which attracted the attention of many coach operators. A recent addition to the 100-plus membership list is Stakis Hotels.

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Hotel boss urges more co-operation

THE outspoken general manager of the Hotel Norwich has called for a 'travel partnership' between operators and hoteliers to stamp out misunderstandings.

Peter Rudd - whose hotel turns over £250,000 in group business every year - says hoteliers often do not appreciate the risks coach operators run with up-front promotion and vehicle depreciation.

But he says operators do not appreciate the problems they cause by last-minute cancellations: 'I believe hotels and coach operators should prepare a set of guidelines for improved overall co-operation which recognises that both parties are in existence to make a fair profit,' he says.

'For too long there has been a suspicion that each sector is 'ripping off' the other through selfish behaviour. Such myths should be replaced by a new vision of shared tourism destiny where the prize is that both sides win a bigger market.'

Norwich gets a boost

NORWICH Area Tourism Agency has responded to coach operator criticism of the city by producing a travel trade guide to the area... but admits it is only a stop-gap.

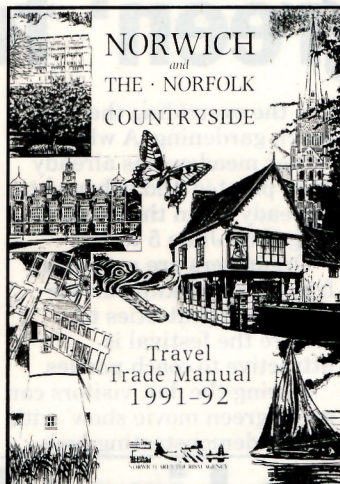
In a survey by the agency, 83 percent of coach drivers said parking in Norwich was 'poor' and 45 percent also said signposting and access was poor.

Of five designated coach parking areas, only two - Harford Livestock Market and Norwich City College - offered any facilities for drivers.

Gas Hill was often full of cars and the City College was open only at weekends and holidays.

Out of four setting down points, none had the Bus & Coach Council recommended waiting time of 15 to 20 minutes, telephones, toilets or left luggage facilities.

'If we are trying to



Norwich travel trade guide: a stop-gap.

attract coach parties here, we must make it easy for them to plan their itineraries and provide adequate facilities during their visits,' said NATA's marketing manager, Geoff Skipper.

'While the travel trade manual will help them

achieve that, we must also make every effort to improve the facilities on offer.

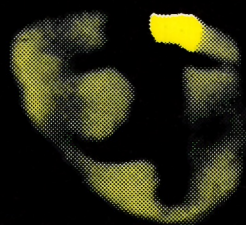
'We are working on the council to get better coach park signing. We're taking a softly-softly approach but we are well aware of the need for better coach facilities,' said Mr Skipper.

He said the new Castle Mall underground shopping centre will have coach parking above it when it opens in Spring 1993. And he is hoping Castle Meadow will eventually be closed to all vehicles bar buses and coaches.

Already, Norwich is working to reduce congestion with its new park and ride scheme which is sponsored by Norwich Union and other local businesses.

Norwich and Norfolk Countryside Travel Trade Manual is free. Tel: 0603 662661.

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Cumbrian house hosts 1992 'green' festival

CUMBRIA'S Holker Hall is to host a massive three-day 'green' festival next June.

The event is aimed directly at the coach market, bringing together a flower show, garden show, dog show, brass band and a large number of trade stands and gift stalls.

Holker Hall itself is the backdrop for the event, hoping to keep the crowds busy with its own 25 acres of spectacular gardens. Here

too, the overriding theme is green gardening. A wild flower meadow has already been planted and is hoped to be ready when the event is staged on June 5 to 7.

Organisers are promising free coach parking, driver meals and gratuities to ensure the festival is attractive to coach parties.

During the day, visitors can see a 'green movie show' with videos demonstrating how

gardeners can move to organic methods. There's even a demonstration of how alternative energy can work for the garden.

Full details of the event will be available at Coach & Bus '91, at the NEC.

For postal details, write to Holker Hall, Cark in Cartmel, Grange-over-Sands, Cumbria LA11 7PL, Tel: 05395 58328, Fax: 05395 58776.

Silver Coach Lines to cash in on Japanese tourism boom

EDINBURGH-based Silver Coach Lines is backing its belief that the incoming Japanese market is set to boom by sending a trade mission to three Japanese cities.

The upmarket coaching operation - which has 13 Setras in a fleet of 18 coaches - is joining Edinburgh Marketing next week when it sets out to attract more Japanese to the Scottish capital.

The initiative includes representatives from Scandic Crown, Sheraton Hotels, Caledonian Hotel, and the Balmoral International Hotels group.

'The Japanese market used to form around three percent of our business, but now it's more like 30 percent,' said Silver Coach Lines managing director, Ivan Ford.

'We went into it when the

US market looked like weakening, and now supply surface transport and peripheral services, such as guiding, to a significant number of tour companies including Kuoni.'

Mr Ford said the Japanese market was highly lucrative even if the tourists and businessmen are fussy: 'Everything has got to be just right or they don't come back,' he told *Coachmart*.

'They like space around them, so sometimes we have a 49-seater carrying 20 people.

'Whisky, woollens and golf are the three main attractions. Scottish celebrations and Scotland in general often has them bewildered for the first few days, partly because Scottish is virtually another language for them.'

Silver Coach Lines'



Ivan Ford: Japanese market forms 30 percent of business.

operations director, Karl Vanters, is to drum up more trade with the aid of the British Tourist Authority in Tokyo, while the firm's Japanese-speaking staff member provides the friendly voice in Edinburgh.

Edinburgh is supporting the drive with visitor guides in Japanese and nine guides who speak the language.

Anytime's fine for tea and Scone...

PERTH'S Scone Palace is taking out-of-season bookings for conference meetings, incentive trips and even for meal stops.

The ancient home is normally closed after October but says it can open its doors to coach operators at any pre-arranged time for groups of 20 or more people. It has a range of facilities in its 100-acres, including a full catering service.

Scone Palace is the genuine article - a splendid ancestral home linked to Robert the Bruce and Macbeth, with a vast collection of antiques and art treasures. The gardens include a Pinetum, in which some of Britain's rarer tree species and a number of introduced species are housed.

Details of Scone Palace facilities out of season can be obtained by phoning 0738 52300, Fax: 0738 52588.

Industry gathers for Gateshead industry show

THE North's industrial tourism venues are temporarily gathered under one roof for the Quality North Open to View exhibition.

Staged at the MetroCentre at Gateshead from October 17 to 24, the show draws together more than 100 projects as varied as glass blowers to ship builders: 'This innovative event will go a long way towards demonstrating to visitors and the community as a whole the variety and quality of the North's industry,' said Dr Mike Robinson, of the Centre for Travel and Tourism.

Tours can be arranged by phoning Open to View on 091 461 0461.

Ostende hotel cuts

OSTENDE'S Hotel Riff has released low-price tariffs for off-peak business. The recently-refurbished hotel can provide bed and breakfast from £15 to £25 high season. **Details on 010 32 59 70 76 63.**

Student insurance offer

ENDSLEIGH is selling insurance which is specifically designed for student groups... including high-risk sportsmen.

The ISIS policy covers all usual risks including medical and legal expenses and property, plus up to £100 compensation for delays. For double the premium, it will insure dangerous sports such as skiing and martial arts, and for a third extra will cover other sporting groups. Premiums run from £9 for less than six days in Europe to £12.60 for two weeks. Worldwide cover costs around double.

Contact your local branch, phone number available by ringing 0242 223300.

Blackpool trip beckons

WITH summer now a memory, visitors to Blackpool are being offered a last chance to see seaside rock being made.

The Rock Candy Kingdom's demonstrations of the fascinating way the rock is cut and stretched into shape are free to coach groups. There are two venues - The Prom Shopping Mall and Chapel Street, just off the Central Promenade. Coach parking is available at both locations, say the proprietors.

When the illuminations finish, so do the rock-making demonstrations, warns The Rock Candy Kingdom. **Details are by contacting 0253 752484, Fax: 0253 24065.**

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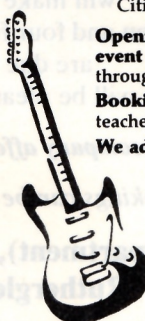


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Moscow Circus comes to Britain

THE World famous Moscow Circus hits Birmingham next month... and is offering discounts for coach operators who book groups.

On the first night of the performance - at Birmingham's National Indoor Arena - on Wednesday, November 13

a special opening night discount of 20 percent is being offered for party bookings of 20 or more. For the rest of the showings the reduction is 10 percent.

Performance times are: 7.30 pm on November 13, 14 and 15; 1.30pm, 4.30pm and 7.30 pm on November

16; and 1.30 pm and 4.30 pm on November 17.

Tickets cost £13.50 or £10.50 for adults and £7.50 for children of 16 years and under.

For further details of group bookings, ring the group sales office at the National Indoor Arena on 021 780 3920.



Above: Moscow's World famous circus. Discounts are offered to coach operators when it appears at Birmingham in November.

THE Museum of Science and Industry in Manchester has been voted one of the best in Europe.

It was commended as one of the top 10 museums in Europe at the European Museum of the Year Awards in Helsinki earlier this month. The judges, who visited the venue, said they were impressed with the 'size,

Manchester Science museum is a big hit

comprehensiveness and lively presentation.'

Director of the museum, which was voted Britain's Museum of the Year by

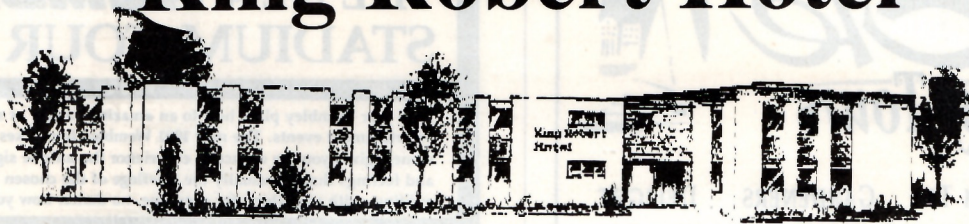
National Heritage last year, Dr Patrick Greene, said: 'This is another indication of how far the museum has come in just eight years. The award is

recognition of its international stature.'

The museum is not sitting on its laurels and work is well underway on its next major project - the £500,000 National Gas Gallery which opens on December 11 this year.

Further details can be obtained from Alison Vincent on 061 832 2244.

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- ★ Watford, close to M1 and M25.
Ware close to M25. Both have easy access to London from the Midlands and North
- ★ Coach parking
- ★ Drivers and Couriers free
- ★ Ideal mealstops
- ★ Perfect to break your journey

For reservations and further information

**Telephone
(0923) 229212**

(20424/CWL)

ISLE OF WIGHT

SANDOWN ISLE OF WIGHT

**Dates now available
for 1992**

Hotel with excellent reputation
for good food and service.

1992 prices from £12.50 inclusive
VAT (17½%) per day

★ FULL BOARD ★

Don't delay - book today

More information by telephoning
(0983) 402266

RAYLES HOTEL

★ *Probably the best value for money in
the world* ★

(20976/CWL)

GLOUCESTERSHIRE

TOURING THE COTSWOLDS?

**THE CARLTON HOTEL IN CHELTENHAM
IS AN IDEAL BASE**

- 79 bedrooms with full facilities (sleeps 142)
- Silver Service lunch/dinner in elegant restaurant
- Two lounges and two bars
- Lifts to all floors - ground floor rooms available
- Large ballroom for dances and meetings
- Situated 2 minutes from famous Shopping Promenade

**OPEN ALL YEAR - GROUP RATES AVAILABLE
ON SITE PARKING - DRIVER AND
COURIER FREE**

**CONTACT DAVID OR
LUCY PRICE at the**

CARLTON HOTEL

Telephone: 0242 514453

Fax: 0242 224683

(21675/CWL)

NEWQUAY

Hotel 21 Mount Wise, Newquay, Cornwall Corniche NOW BOOKING FOUR DAY BREAKS

For Late Autumn 1991 and Spring 1992

£50 per person

*Bingo Night, Trivia Quiz Night, Indoor Bowls, Fishing
and Clay Pigeon Shoot arranged*

For Further Details Contact:

0637 876618

(10837/CWL)

NEWQUAY

Popular hotel providing a high standard of
food and service. Excellent facilities
including indoor/outdoor heated pools,
sauna, spa pool.

All rooms col/tv, tel & tea making
facilities, full CH, lift to all floors,
entertainment 6 nights,
2 mins Fistril beach,

free minibus service to town centre,
ample coach park, driver free,
open all year round, vacancies in 1992.

**From £118 per week inc VAT + ensuite,
5 day breaks £70-£88.**

Tel: 0637 874292

(20977/CWL)

**TREGARN
HOTEL**

NEWQUAY

**PARADISE BEACH HOTEL
Watgate Bay, TR8 4AB**

A family run hotel 200 yards from
beach. Newquay approx 3½ miles.
21 en suite rooms with col. TV,
tmkrs, hairdryer, telephone, CH,
sauna, solarium, games room, lic.
bar, dance floor, laundry room,
choice of menu, entertainment.

**TAKING BOOKINGS FOR 1992
also, availability for Sept,
Oct, Nov and Christmas.**

**Contact: Ann Thomas on
(0637) 860273**

(21173/CWL)

BOURNEMOUTH

FIRCROFT & BURLINGTON HOTELS OWLS ROAD, BOURNEMOUTH, BH5 1AE.

- ★ Parking for coach
- ★ All rooms ensuite, col TV, tea mkg.
- ★ Choice of menus
- ★ Large ballrooms
- ★ Indoor pool, Jacuzzi, Sauna
- ★ Sports centre (9am-6pm)
- ★ 3 full size snooker tables
- ★ many sea view rooms (Burlington)
- ★ Entertainment
- ★ Out of season 3/4/5/ day breaks
- ★ Close to sea & shops
- ★ 1 child FREE

TELEPHONE NOW FOR OUR SPECIAL COACHING RATES

0202 309771 OR 0202 398079

FAX 0202 302542

(20152/CWL)

WALES

THE BELGRAVE HOTEL, TENBY

Warm, friendly, comfortable, good food, choice menu, nightly entertainment.
All bedrooms with tea, coffee making facilities, Sky TV. Most with private bathrooms.

**1992 HALF BOARD JUNE, JULY & SEPT 6 or 7 nights £19.00 + VAT p.p.n.
MAY 5, 6 or 7 nights from £17.00 + VAT p.p.n.**

Telephone Tenby (0834) 2377 ask for Malcolm Thomas

APRIL + OCTOBER '92 4/5 nights mid week £15.00 + VAT

(21813/CWL)



COACHES WELCOME





COACHES WELCOME



BLACKPOOL

CORNWALL

Blencarn Hotel

294
North Promenade
Blackpool • FY1 2EY

Tel: 0253 21655

Thinking of Blackpool in '92?

Coach Tours are welcome at this popular hotel, which is situated on the seafront and offers:-

- ★ Coach Parking
- ★ Free Driver's accommodation (or free full day tour if coach is not staying with the party)
- ★ Close to town
- ★ 25 bedrooms (en suite available)
- ★ Good mix of doubles, twins and family rooms
- ★ Lift to most bedrooms
- ★ Full central heating
- ★ Beverage units in all rooms
- ★ Licensed Bar
- ★ Cabaret at least once each week
- ★ Highest standards in cleanliness and food
- ★ Tastefully decorated
- ★ Very friendly and very efficient
- ★ Early season w/e breaks from £32pp

Call us on **0253 21655** for details or better still – come on over and see for yourself.

"The hotel with the friendly atmosphere"

(21660/CWL)

TORQUAY

WHO SAID CHRISTMAS COMES JUST ONCE A YEAR?

Join us at the **COUNTY HOTEL**
for our 5 day pre-Christmas Special including
FULL ENTERTAINMENT

and a visit from **FATHER CHRISTMAS**

With our licensed bar, lift, 28 bedrooms (en-suite available), tea making and telephones in all rooms, *Near Sea Front and Town Centre*

Availability for 2nd October 1991

TEL. 0803 294452 and speak to Ray or Marion

NOW TAKING BOOKINGS FOR 1992 (21069/CWL)

DELMAR HOTEL

242 Queens Promenade
Bispham, Blackpool FY2 9HA

The Delmar is a family run hotel with good home cooking and friendly atmosphere. Situated in a select position overlooking the cliffs and Irish sea. Easy access to trams, buses and Blackpool's many attractions.

Colour TV, tea making facilities all rooms, en suite available, lift sun lounge, cosy licensed bar with free and easy evenings.

- ★ Coach parties welcome
- ★ 23 rooms catering for 53 persons
- ★ Out of season cabaret weekends

For further details contact

Jean or Bill Crabtree

0253 51327 (21071/CWL)

THE PENDOWER HOTEL
SEAVIEW ROAD,
FALMOUTH, CORNWALL

Available for approx 40 guests. Mostly en suite with tea/coffee facilities, near to beaches and town centre, fine English cooking, TV lounge, bar, outdoor heated pool and sauna.

BOOKING NOW FOR 1992 Also, small group bookings for Christmas available for small or larger groups and parties

Tariff rates available
For more information
Tel. (0326) 312108

(19730/CWL)

SOUTHSEA

THE NEW SOLENT HOTEL (Southsea)

- ★ 50 fully equipped rooms ★
- ★ 2 menus – A la carte & Indian ★
- ★ Dining in style for 200 ★
- ★ Very large bar ★
- ★ Fully stocked games room ★
- ★ Lift to all floors ★
- ★ 2 large TV lounges ★

Driver & Courier stay free!!

0705 875566/291577

Fax. 872023

facing seafront &
Japanese Gardens

(21167/CWL)

!HOTELS – GUEST HOUSES

COACHMART

PROVIDES THE EASY WAY
TO FILL YOUR ROOMS

0733 898111



DEVON

NARRACOTT GRAND HOTEL

BEACH ROAD, WOOLACOMBE, NORTH DEVON

- ★ Superb position overlooking miles of golden sand
- ★ 2/3 Star standard hotel surrounded by National Trust Land
- ★ All 100 rooms en suite, colour/satellite TV, tea/coffee making facilities and central heating
- ★ Extensive leisure facilities including indoor pool, snooker
- ★ Entertainment/dancing, 2 superb floors available.

COACHES AND PARTIES WELCOME 1992 TARIFF NOW AVAILABLE

Telephone: 0271 870418

(21458/CWL)

WATERS EDGE HOTEL SEAFRONT TORQUAY

TEL. 0803 293876 FAX. 0803 299674

Family owned hotel on sea front.

- ★ 48 bedrooms (40 en suite) ★ TV, radio and intercom in all rooms ★ Swimming pool
- ★ Tea and coffee making facilities ★ Sea views ★ Good food ★ Live entertainment

OPEN ALL YEAR

1992 EARLY & LATE SHORT BREAKS PLUS SOME WEEKS STILL AVAILABLE.

RING FOR DETAILS

(21464/CWL)



COACHES WELCOME



Coachmart CLASSIFIED MARKETPLACE

TELEPHONE 0733 898111 FAX 0733 62656

RATES

PRIVATE SALES (vehicles) – Contact Sally Wright. Display: £9 per single column centimetre – 3 or more insertions £8.10 per single column centimetre. Lineage: £1 per word (minimum 25 words) 3 or more consecutive insertions 90p per word. **Subscribers' Privilege Lineage Rate:** 50p per word (minimum 25 words) 3 or more consecutive insertions 45p per word.

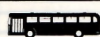
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Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

BARGAIN BUSES



BARGAIN BUS

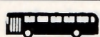
**1984 DAF DKFL
PLAXTON
PARAMOUNT 3500**

4 star specification, MoT December 1991, private plate, painted all white and in excellent condition.

£24,000 + VAT

Tel: 0506 881316

(21643/BAR)



BARGAIN BUS

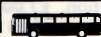
**1981 MERCEDES
508D**

19 moquette seats, MoT, used daily on contracts.

£5,500 + VAT

Tel. (0949) 837526

(21655/BAR)



BARGAIN BUS

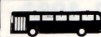
**1982 FORD R1114
PLAXTON SUPREME**

V 1982, 53 seats, tinted windows, curtains, radio/PA, good interior, reasonable exterior. Ideal contract vehicle.

£8,500 + VAT

Tel: 0580 87330

(21792/BAR)



BARGAIN BUS

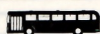
1978-79 FORDS

Choice of four, all with current MoT's, good contract vehicles.

£4,500 + VAT

Tel: 081 368 0040

(21779/BAR)



BARGAIN BUS

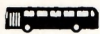
**BRISTOL JR 1976
DOUBLE DECKER**

Centre stairs, double doors, MoT 5/92, excellent for year.

£3,500 ono + VAT

Tel: 0602 729580

(21784/BAR)



BARGAIN BUS

**1977 FORD PLAXTON
SUPREME S Reg
plate**

Tested May '92, in good running order.

£3,000 + VAT

Tel. 0761 434625

Radstock

(21794/BAR)



BARGAIN BUS

**1982 DAF MB200 PLAXTON
SUPREME GT**

53 reclining seats, excellent condition.

£25,000

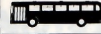
This vehicle has been maintained to a very high standard

Tel: 0272 876543

**TRANS
CONTINENTAL**

CLEVELDON MOTORWAYS

(21775/BAR)



BARGAIN BUS

**1982/83 NEOPLAN CITYLINER
MERCEDES V8**

49 reclining seats, toilet, video, coffee machine, telephone. Excellent for tour work.

£42,000

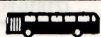
This vehicle has been maintained to a very high standard

Tel: 0272 876543

**TRANS
CONTINENTAL**

CLEVELDON MOTORWAYS

(21776/BAR)



BARGAIN BUS

1978 BRISTOL LHS

35 seater coach, Plaxton Supreme, good condition, power door, MoT March '92.

£5,000 + VAT ono

Tel. (0329) 284005

(21711/BAR)



BARGAIN BUS

FORD R1011 DOMINANT II, 47 seat service bus, 1983 Y reg, very good condition, tested until August 1992. **£9,500 + VAT ono**
FORD R1114 PLAXTON, 53 seater, 1981 W reg, radio/PA, new MoT, good condition. **£8,750 + VAT**

Lamcote Motors

0602 333333

(21823/BAR)



BARGAIN BUS

**1987 BEDFORD YNV
PLAXTON PARAMOUNT
3200**

53 fixed semi recliners, one star body, full soft trim, spare coach, surplus to requirements, immaculate throughout.

HODGES COACHES - 0252 873131

(21809/BAR)

AEC

1979 AEC 760, 53 seats, Dominant II, Grant doors, 6 speed manual, test September 1991. **£3,500 + VAT. Tel. 0244 531042.** (21783/AEC)

1979 DOMINANT II Express 760, s/a 53 seats, heated windscreen, curtains, taxed and tested to 1/3/92. Hi-line needed, hence sale **£5,500 plus VAT. Tel. 081 845 6637.** (21824/AEC)

BEDFORD

**1984 BEDFORD YMP 10M
PLAXTON PARAMOUNT**, 41 seater, MoT to 23.4.92. **£20,000 + VAT**

**1987 BEDFORD YMPs
PLAXTON PARAMOUNT**, 35 seater, MoT to 24.6.92. **£37,000 + VAT**

Both of these coaches are in exceptionally good condition, owned by us since new and used on our own excursion and tours programme. Both have reclining seats, full soft trim, double-glazed.

VERY ATTRACTIVE VEHICLES.

Reasonable offers considered.

**HORNSBY'S of SCUNTHORPE
0724 282255**

(21639/BE)

**1981 BEDFORD YMT 500
TURBO DOMINANT II**, 53 seats. **£9,000**

**1979 BEDFORD YNT 500
DOMINANT II**, 53 seats. **£5,000**

**1978 BEDFORD YNT 500
DOMINANT II**, 53 seats. **£5,000**

**1980 BEDFORD PJK
DOMINANT**, 29 seats. **£6,000**

All vehicles are
resprayed in white

MoT'd and subject to
VAT @ 17.5%

PENT RISE TRAVEL

0202 579592

(21654/BE)

BEDFORD 12 seater, petrol, mini-coach, PSV, seats remounted in blue, quick sale. **£1,100 + VAT. Tel. 0222 884648/9.** (21795/BE)

**1979 BEDFORD
YLQ DUPE**

45 seater, MoT May 1992, taxed until October 1991, good condition, clean inside and out, used by military motorcycle team.

OIRO £4,000

Tel. 081 854 2242

Ext 3284

(21832/BE)

BEDFORD YMT 1978, Van Hool, 53 good seats, 500 engine, MoT expired, good tyres, spares or repair, **£1,700 ono. EMENTON COACHES, CRANFIELD, BEDFORD. (0234) 750265/750589.** (21758/BE)

BEDFORD 500

YNT Duple Dominant IV, 53 seater, MoT 91/92. Choice of two.

£9,550 each + VAT

Tel. 071 613 3333

(21816/BE)

1977 BEDFORD YMT Duple Dominant II, 53 seats, good condition, **£4,500 + VAT. 1978 BEDFORD YMT Plaxton**, 53 seats, excellent condition, **£5,500 + VAT. Tel. (0225) 424157.** (21747/BE)

1975 BEDFORD PJK, 29 seater coach, Plaxton Supreme, power door, MoT May 1992, good condition and economical. **£2,500 ono + VAT. Tel. Dorset 0935 872390.** (21830/BE)

BEDFORD



**1983 BEDFORD YNT
11m DUPLÉ DOMINANT III**
53 seats, recon engine 8/90, full
MoT, Telma, speed limiter, double
glazed, stereo, radio cassette.

£13,000 + VAT
Tel: 021 359 8877 No P/X
(21644/BE)

BEDFORD PJK 29 SEATER, 1982

12 months test and taxed,
owned by us since new, good
condition, clean inside and
out, sale due to update of
fleet.

£9,500 + VAT ono
Tel. 061 624 7316
(21822/BE)

BOVA

1986 BOVA FUTURA HIGHLINE

49 seater, luxury coach with
toilet, video, TV, drinks
machine, MoT February 1992.

£35,000 ono
Tel: 0689 890112
Fax: 0689 890067
(21648/BO)

DAF

1984 MB200 A REG DUPLÉ LASER

57 seater, power door,
radio/PA/cassette,
excellent condition
throughout.

£30,000 + VAT
Telephone: 0670 813745
(21765/DAF)

1982 DAF PLAXTON MB200

51 R, curtains, tinted
windows, courier seat,
good condition,
MoT April '92.

£18,750 + VAT
Tel: 0279 435890
(21807/DAF)



DAF SB 2300 TURBO INTERCOOLED JONCKHEERE P599 1984

Tested 1yr 51R + Courier. Carpet, curtains, radio,
PA, TV, coffee machine, toilet, phone, etc.
Recon engine, new clutch, brakes and more. Very
good tyres, very good worker.

£32,500 + VAT
Part Exchange Considered
0786 814319 0831 417025
(21788/DAF)

1980 YMT Dominant II, 53 seater, 12
months MoT, retrimmed 6 months
ago, very good condition. **£7,000 +**
VAT. Tel. 061 449 8449. (21811/BE)

DAF

W REG DAF MB200 JONCKHEERE
BERMUDA, 51 recliners + courier, TV,
radio cassette, rear sunken toilet,
drinks machine, MoT 4/92, good con-
dition throughout, **£23,000 + VAT**
ono. Tel. (0977) 661214. (21500/DA)

1984 DAF BOVA CALYPSO

53 seaters, MoT.
Choice of two.

**From £25,500 each
+ VAT**
Tel. 071 613 3333
(21820/DAF)

DAF DKFL CAETANO ALGARVE

1984 (A), 50 reclining seats, toilet,
sink, hot/cold water, video, MoT
February 1992.

£34,500 + VAT
Tel: 0643 821883
(21745/DAF)

1985 DAF MB200 ALGARVE

51 recliners, toilet, video, boiler, excellent
condition, extremely reliable, new MoT.

£33,000 + VAT
Part exchange considered.
Tel: 0822 833636
*Viewing at your premises can
be arranged*
(21730/DAF)

DOUBLE DECKERS

United Counties Omnibus Co Ltd

Rothersthorpe Avenue,
Northampton NN4 9UT

Have for sale the following
specially adapted vehicle:

1971 (J) Daimler Fleetline
Full height double deck with
Alexander bodywork, Gardner
engine and semi-automatic
gearbox. The interior has
been converted to an
exhibition/sales unit. The
lower deck is fitted with a
sales counter, a large range of
storage cupboards, sink,
oven, hob and leaflet
dispenser. The upper deck is
fitted out as an exhibition
room together with a
projection booth. Both decks
are carpeted and completed
with soft trim.

MoT until May 1992

To view, please contact
Barry Warner, Chief Engineer
on 0604 702112

UNITED COUNTIES
(21799/DD)

1984 DAF JONCKHEERE P99, 71 sea-
ters, recent new engine, retrimmed,
washroom/WC, 6 video monitors, re-
frigerator, coffee boiler, MoT Decem-
ber 1991 or April 1992. Choice of two.
Can be resprayed in your livery. Tel.
Victory Tours, Salisbury 0725 52247.
(21812/DD)

**DOUBLE DECKERS LEYLAND DAIM-
LER**, red and white, 1973 to 1976, from
£2,000, in daily use, all good con-
dition. Choice of three. Tel. Hunts
Coaches. (0507) 463478. (21759/DD)

LEYLAND double decker, 72 seats,
MoT until July 1992. **Daimler** double
decker with Gardner engine, 74 seats,
MoT until August 1992. **£3,800 each.**
Tel Martindale Coaches on 0740
651500. (21778/DD)

DUPLÉ

1987

DUPLÉ 425

Cummins/ZF automatic, 46
recliners, 3 x TV monitors, wired for
video (not supplied), toilet, galley
with fridge, water boiler, sink and
cupboards, rear continental door.

£45,000 + VAT ono
0202 537568 or 0929 554588
(21582/DU)

FORD

1978 FORD PLAXTON, white/red ex-
terior with red trim, very clean
throughout, MoT October 1992. **£4,250**
+ VAT. Tel. 0785 284667. (21708/FO)

1976 FORD PLAXTON SUPREME II, 53
seater, new engine, new clutch, new
MoT, very good condition for year,
£3,500 ono + VAT. Please tel. (0205)
354804. (21673/FO)

FORD

FORD

53 seat coaches, V W and X
registered, Plaxton and Duple
bodies all with current MoT's,
in superb condition and in
daily use until 1st October.

**Offers in the region of
£5,000 to £10,000 each**
Speak to Peter on 0689 861432
(21781/FO)

1978 FORD

53 seater, R1114, MoT Aug
'92, taxed, good condition.

£4,500 + VAT
**Duncan's
Coaches Ltd**
(0480) 453863
(21806/FO)

1979-1980 FORD PLAXTON 53 SEATER

New PA tape deck, new springs,
new engine 6/8/91, tinted windows,
MoT March 1992, taxed December
1991.

£6,500 + VAT ono
Tel: 081 471 1758
(21810/FO)

FORD TRANSIT 1.9 DIESEL

Choice of 2 (G Regs)

PSV/Welfare, mileage 28/38 km,
14 seats, auto front door,
wheelchair lift at rear, white.

OPEN TO OFFERS
Tel: 0386 45072
GORDON PARKER
(21704/FO)

1981 FORD R1114, 53 seats, curtains,
tinted windows, full year's MoT, taxed
6 months. **£6,000.** 1981 FORD R1014,
45 seats, tax and tested. **£6,000.** Both
vehicles in very good condition and
ready to work. Tel. 0786 823099 or
Mobile 0836 702484. (21733/FO)

1984 FORD PLAXTON PARAMOUNT
3200, full executive, recent new en-
gine, 49 reclining seats, fully over-
hauled and resprayed, tested 7/92, ex-
cellent condition throughout, **£25,000**
+ VAT. Tel. (0494) 816159. (21501/FO)

LEYLAND

1984 TIGER PARA 3500, 53 rec, new
engine approx 100,000 miles, clutch
6,000 miles, 12 months MoT, **£32,500**
+ VAT. King of the Road Coaches,
Worthing. Tel. (0903) 34010/200245.
(21658/LE)

1978 LEYLAND LEOPARD, semi auto
Plaxton, white and red with recent re-
trim, MoT January 1992. **£7,500 +**
VAT. Tel. 0785 284667. (21709/LE)

LEYLAND

LEYLAND
245 TIGERS

Semi-autos, long MoTs.

1983, Y reg, DOMINANT IV, 53 seats.

1983, A reg, PLAXTON 3200, 44 recliners, toilet and servery.

1985 B reg PLAXTON 3200, 50 recliners.

1985 C reg PLAXTON 3500, low driver, 49 recliners and toilet.

1985 C reg PLAXTON 3500, low driver, 44 recliners, toilet and servery.

All in white. Prices from £20,000 to £40,000 + VAT.

DORSET TRAVEL SERVICES 0202 537568 or 0929 554588

(21581/LE)

LEYLAND NATIONAL
52 seats

1974, 12 months MoT £4,000

1974, 6 months MoT £3,500

1976, no MoT but good runner £3,000

Contact P. Bowran**Tel: 0782 744744**

(21651/LE)

1986 Leyland Club Optare, 33 seats service bus, destination, auto, power steering, power door, semi-coach seats, excellent condition. Choice of two. **Offers please.** 1980 Leyland Willbrook, semi-coach seats. **Offers please.** Tel. Blythwood Motors 041 221 3165. (21828/LE)

LEYLAND Leopard 680, 1978 Dominant II, 53 seater, semi auto, power door, MoT. £6,000 ono. Tel. 061 624 0059. (21803/LE)

1976 (R) Leopard Service Bus, 51 seats, 20 standing, MoT April 1992. £3,950. 1980 (V) Leopard (ZF) Supreme, Mark IV, 53 seats, speed limiter, P.O.D. destination gear, MoT October 1992. Ours from new. £11,950. Barry Cooper, Warrington tel. 0925 67321. (21796/LE)

1971 680 LEOPARD PLAXTON ELITE MK IV, Supreme front, 49 re-trimmed seats, power door, recon gearbox, Storno radio fitted, tested 12 months, exceptional condition throughout, £3,150 + VAT. Tel. (0772) 673119 Preston, Mobile (0836) 220781. (21683/LE)

LEOPARD Plaxton Supreme Mk IV, 1979, semi auto, taxed, tested, re-trimmed, grant doors, destination gear, ideal private hire, contract, stage vehicle, full maintenance records and pit inspection available. £10,750 ono plus VAT. Contact Birmingham Coach Company on 021 555 5522. (21808/LE)

1986 Leyland Cub Optare, 33 seater service bus, auto, Telma retarder, power door, in excellent condition. £12,500 + VAT. P/X considered. Tel. Mr Rixon on 0656 783269 (S. Wales). (21829/LE)

1987 APRIL
LEYLAND TIGER

260 Duple 340, 48 seats, power door, courier seat, toilet, servery & drinks machine, MoT Dec '91.

£32,500 + VAT**Tel. (0253) 65207**
Blackpool

(21825/LE)

1983 TIGER 245 ZF 11M PLAXTON PARAMOUNT, 53 seater, Express, MoT 13.12.91. £23,000 + VAT

1983 TIGER 245 ZF 12M PLAXTON PARAMOUNT, 57 seater, 3200, MoT 11.12.91. £33,000 + VAT

1985 TIGER 245 HYDRO 12M PLAXTON PARAMOUNT, 57 seater, 3200, MoT 16.12.91. £44,000 + VAT

All the above are in good condition throughout and can be provided with new MoTs.

**REASONABLE OFFERS
CONSIDERED****HORNSBY'S of SCUNTHORPE****0724 282255**

(21638/LE)

1979 V REG LEYLAND
LEOPARD DUPLÉ
DOMINANT II

49 seats, recent re-trim, Webasto heating, service door, fitted with Henderson Hideaway tail lift carries 4 static chairs + 40 passengers, excellent mechanically. MoT May 1992.

£11,500 ono + VAT**Telephone: 0698 359911**
(WISHAW, SCOTLAND)

(21786/LE)

1982 TIGER 218
DUPLÉ
DOMINANT IV

53 seat coach, choice of two, radio, PA, curtains, Telma, Webasto, MoT January 1992/October 1992, excellent throughout.

**Offers around
£19,000 + VAT each**
(Tyres extra)

Tel: 0206 764029

(21780/LE)

**United Counties
Omnibus Co Ltd**
**Rothersthorpe Avenue,
Northampton NN4 9UT**
Have the following coaches
for sale:

1980 (V) Leyland Leopard with
Plaxton 45 seat body, MoT to
March 1992

1980 (V) Leyland Leopard with
Plaxton 45 seat body, MoT to
April 1992

1981 (W) Leyland Leopard
with Duple Dominant 49 seat
body, MoT to February 1992.

1981 (W) Leyland Leopard
with Duple Dominant 49 seat
body, MoT to February 1992

1981 (W) Leyland Leopard
with Duple Dominant 49 seat
body, MoT to May 1992

1981 (W) Leyland Leopard
with Duple Dominant 49 seat
body, MoT to August 1992

It is a condition of sale that the
purchasers accept they cannot
operate any 'Stagecoach' liveried
vehicle until it has been repainted

To view, please contact
Barry Warner, Chief Engineer
on 0604 702112

UNITED COUNTIES

(21798/LE)

1984 TIGER CARIBBEAN, 55 rec, tints, blinds, new engine 81,000 miles, clutch 8,000 miles, diff 6,000 miles, 12 months MoT, £30,000 + VAT. King of the Road Coaches, Worthing. Tel. (0903) 34010/200245. (21656/LE)

1978 680 LEYLAND VIEWMASTER, semi-auto, 50 Plaxton recliners, toilet and water boiler, driver's bunk, recon engine, £12,000 + VAT. Tel. (0836) 625441 anytime. (21761/LE)

MCW

1985 MCW
METROLINER

52 seaters (rec), long MoT, radio, PA, cassette, painted your choice.

£25,000 + VAT**Tel: 081 592 7453 or 040 24 48072 - would part exchange**

(21713/MCW)

1985
METROLINER

Full spec, 71 seater, 3 TVs, video, toilet, drinks machine, tables, MoT May 1992.

£28,000 + VAT**Tel: 071 613 3333 (Example)**

(21817/MCW)

MERCEDES

MERCEDES 408D, 15 seater, 1989 (G), white, Devon conversion, highback luxury seats, PAS, full PSV spec, one owner/driver, 36,000 miles, supplied and serviced by us from new, excellent condition. £16,950 + VAT. Cathedral Motor Co., Truro. Tel. 0872 73949. (21805/MER)

NEOPLAN

1984 SKYLINER DOUBLE
DECKER, 73 SEATS

Blue interior, white/orange/blue exterior, Mercedes Benz V12 with ZF 6 speed gearbox.
£37,500 + VAT

1983 CITYLINER SINGLE DECK,
49 SEATS

Red interior, white/orange/blue exterior, Mercedes Benz V12 with ZF 6 speed gearbox.
£37,500 + VAT

Both vehicles are in good working order and in daily use. They are to full executive specification and have current test certificates. An amount of coachwork could be available with the vehicles, for the right Operator.

For further information please contact
Mr Phil Millard, Operations Manager,
Selwyns Travel Ltd.,

Runcorn 0928 564515

(21801/NE)

VOLVO

1980 VOLVO B58
PLAXTON 12 MTR

57 seater, side locker, tinted glass, radio cassette PA, power door, brown moquette, speed limiter, long MoT.

£17,950 + VAT**Tel. (0403) 65313**

(21688/VO)

1982 VOLVO
B10M

Servery, fridge, toilet, tinted windows, courier seat, 44 recliners, MoT and taxed.

£23,500 + VAT**Tel. 056 72 732**

(21821/VO)

0733 898111

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VOLVO



1984 VOLVO B10M

Jonckheere P599, full specification, excellent condition. Bargain at

£33,000 + VAT

Telephone: 0286 870880

(21712/VO)

1987 VOLVO B10M PLAXTON PARAMOUNT 3500

Full executive, 49 recliners, twin screen video, coffee machine, centre toilet and washroom, mint condition.

£61,950 + VAT ono

WRAYS of HARROGATE

0423 522466

(21815/VO)

MINIBUSES

STRATHMARTINE COACHES, DUNDEE

1989 OPTIMO 6 cyl, 18 reclining seats plus courier seat, power door, TV, video, fridge, coffee machine, curtains, passageway carpet, large boot, heavy duty battery and alternator etc, MoT March '92.....**£26,000 plus VAT**

1986 IVECO VIANA GL, 19 seats, power door, Eberspacher, TV, video, coffee machine, parcel racks, curtains, passageway carpet, PA system, MoT Feb '92.....**£16,000 plus VAT**

1985 FIAT BEJA, 18 seats, power door, Eberspacher, parcel racks, curtains, passageway carpet, PA system, MoT Oct '92.....**£10,500 plus VAT**

All coaches red/white exterior. Immaculate condition

**Tel. Dundee
(0382) 816644**

(21659/MB)

G REG Leyland DAF 400 Series, new luxury conversion, TV and video/PA, high mileage. **£9,500 + VAT**. Tel. 061 226 9090 or 061 456 9747 (eves).

(21800/MB)

1987 Iveco, 18/20 coach seats, power door, 5 speed, diesel, owned from new, low mileage. **Offers please.** **1985 Iveco Benja**, coachbuilt, 18 coach seats, power door, long test. **Offers please.** **1987 (M) Optimo Iveco** 6 cyl, 5 speed, 24 seat, air door, low mileage. **Offers please.** Tel. Blythwood Motors 041 221 3165.

(21827/MB)

1986 FORD TRANSIT SWB, 11 seater, good condition, COF June 1992. **£3,000 + VAT**. Tel. 091 2656 747.

(21763/MB)

C REG RENAULT MASTER, coachcraft conversion, COF June 1992, 12 seats, underfloor luggage, very good condition. **£4,975 + VAT**. Tel. Mountain Goat Holidays on 05394 45161.

(21764/MB)

MINIBUSES



CHOICE OF TWO

One has 25 comfort seats, the other has 21 coach seats. Both are low mileage, in excellent condition.

£11,000 + VAT each

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(21760/MB)

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FULL STAGE SPECIFICATION CARLYLE BODIED MINIBUSES WITH CURRENT PSV

1986/7 'D' SHERPA, 16 seat, from.....**£4,250**

49/10 IVECO. 21 seats plus 3 standees.

1987 'D' PSV. January 92**£7,950**

1987 'D' SHERPA, 20 seat, from.....**£5,950**

1989 'G' SHERPA MK II, 20 seat, from

.....**£15,950**

NOW AVAILABLE. NEW EX-STOCK 25 SEATER IVECO FORD

★ HIRE PURCHASE ★ LEASING ★ CONTRACT HIRE ★ PERSONAL LOAN FINANCE ★
CONTACT ANDY GREENWAY FOR FULL DETAILS AND THIS WEEKS STOCK LIST

All prices are subject to VAT. The year quoted is the year of initial registration. Offers are subject to availability. Carlyle Bus Centre is a Licenced Credit Broker. Finance is subject to status.

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Carlyle Bus Centre Limited, Waterworks Road, Edgbaston, Birmingham B16 9DB.

Fax: 021-454 5356.

(15965/MB)

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SOON
1986 TRANSIT
16 SEATERS!

1988 (E) FREIGHT ROVER. 16 high back moquette seats, radio, full soft trim, MoT 4/92. **£5,000 + VAT**

1987 (D) FREIGHT ROVER. 16 high back moquette seats, full soft trim, MoT 3/92. **£4,000**.

1987 (D) FREIGHT ROVER DORMOBILE. 16 bus seats, power door, destination equipment, MoT 3/92, choice of 2. **£3,750 + VAT each.**

Part Exchange considered

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0387 710 357

(Dumfries)

(21756/MB)



1987 D FREIGHT ROVER

Sherpa LWB 350 2.5 diesel Dormobile, 20 + 2 standing, moquette seats, Eberspacher heater, electric entrance doors, MoT February 1992.

£4,000 + VAT

Choice of 12, 16, 18, 20, 25 and 29 seaters available.

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SERVICE BUS OR COACH SPECIFICATION

Freight Rovers or Mercedes Benz - 507 - 609 - 709 up to 26 seats plus courier.

Delivery & Collection can be arranged.

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M.M.S. SPOT HIRE SPECIALISTS

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NORTH WEST COACH SALES LTD

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Mercedes 609D , 19 seat coach	from £27,645
Mercedes 609D , 24 seat coach	from £28,045
Mercedes 609D , 26 seat coach	from £28,245
Mercedes 609D , 24 seat + standees, service bus	from £30,100
Mercedes 410D , 15/16 seat minibus	from £22,050
Mercedes 814D , Midi executive coach to - various specifications	POA

1988 E reg Freight Rover 300, 16 seat minibus

Prices do not include VAT

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Conversions on Renault, Ford, Talbot Express and Freight Rover vehicles

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(20492/MB)

M-2-M



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Based on Mercedes 609D with power steering, standard specification. 24 high back Capri seats by Kustombuilt trimmed in moquette and set on racking. Soft trim interior colour coded to seats, large Dropwell boot, coach back end and off-side emergency exit. Full length luggage racks with driver's locker, lift up roof vent, air intake/extract unit, saloon heater, Blaupunkt stereo radio/cassette, dim/bright interior lighting, bronze tinted windows, decorative curtains, moulded side skirts and front spoiler bolt-on wheel trims, C.I.F. and 12 months road tax.

ON THE ROAD £27,500 + VAT

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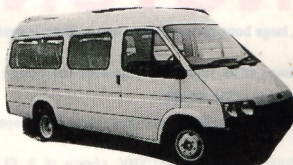
1990 (H) RENAULT MASTER

Diesel, 15 seat Executive conversion, underfloor luggage, 18,000 miles only, full MoT, superb condition. **£17,950**



1988 F TOYOTA OPTIMO GL

21 seats, monitor and boiler, radio cassette & PA, test August '92. **£26,000 + VAT**



G FORD TRANSIT

Diesel, 12 seats, M2M conversion, **£11,950 + VAT**



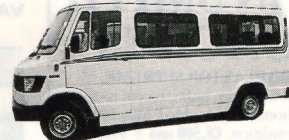
1987 D TOYOTA OPTIMO, 19 seat + courier, radio cassette base white exterior, excellent condition, **£18,500 + VAT**



1987 D FREIGHT ROVER 350 Diesel, Carlyle conversion, base white exterior, **£7,500 + VAT**



1986 C OPTIMO GL, 19 reclining seats, radio PA & courier seat, excellent condition for year, full MoT test. **£17,500 + VAT**



86 D MERCEDES BENZ 310 Petrol, radio & PA, high backed seats, luggage racks, **£8,000 + VAT**



1988 F OPTIMO, 19 seats, radio cassette, burgundy interior, full test, **£26,500 + VAT**

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COACH SALES LTD
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811 TURBO MERCEDES. PMT AMI front or Mercedes front, 33 seat, wide body, coachbuilt with power glider door, large boot, full width coach seats, high spec + standees. Stock.

709 MERCEDES. PMT. 25 full width coach seats, power door glider, large boot + standees. Stock.

709 MERCEDES ALEXANDER, 25 seats, bus spec, electric door, standees or dual purpose seats available, stock.

410D MERCEDES, 16 seat, full luxury, stock.

308 MERCEDES, 12 seat, luxury.

USED

1989 MERCEDES 814, 26 seats, full luxury, electric door, huge boot.

1989 MERCEDES 408, 15 seats, luxury.

1987 207 MERCEDES, 8 seats, non PSV, large luggage space.

1986 MERCEDES, 21 seats.

1984 MERCEDES, 21 seater.

STAGE CARRIAGE DUAL PURPOSE

1988 709D MERCEDES ALEXANDER, 25 seats, electric door, + standees.

(17834/MB)

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OR EVENINGS 0357 21888

ALSO GORDON SHEARER ON 0466 792077 EVENINGS

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COACHES

1981 FORD PLAXTON SUPREME, 53 seats, tinted windows, radio, recent re-trim, re-conditioned engine, MoT May 1992, good condition. £8,500 ono + VAT

1981 VOLVO B58 PLAXTON SUPREME 12M, 53 E Type seats, tinted windows, radio/PA, excellent condition, MoT April 1992. £18,500 ono + VAT

1983 LEYLAND TIGER VAN HOOL ALIZEE, excellent mechanical vehicle, completely overhauled, excellent condition, MoT June 1992. £26,500 ono + VAT

1979 V REG LEYLAND LEOPARD DUPLÉ DOMINANT II, 49 seats, recent re-trim, Webasto heating, service door, fitted with Henderson Hideaway tail lift carries 4 static chairs + 40 passengers, excellent mechanically, MoT May 1992. £11,500 ono + VAT

Tel: 0698 359911

Fax: 0698 359911

(WISHAW, SCOTLAND)

(21785/UN)

BEDFORD CF350, 1984, 12 seater, low mileage, good all round condition, MoT February 1992. £2,500 ono. Tel. 061 624 0059. (21802/MB)

1990 Leyland DAF 400, 16 seater, 30,000 miles, soft trim interior, unwritten, white exterior, as new, £9,500 + VAT. Tel. (0785) 284667. (21707/MB)

UNCLASSIFIED

1976 AEC, 53 seater, toilet, very clean, 6 months MoT 26 August 1992, 6 speed ZF. £3,700 + VAT

1986 FORD TRANSIT, high top, 16 seater, D1 diesel, taxed, MoT March 1992, good runner, clean. £3,500 + VAT

1990 FORD TRANSIT, 15 seater, new MoT, D1 diesel, smart motor. £11,400 + VAT

1984 12 SEATER A REG TRANSIT, clean bus inside and out, MoT April 1992. £1,975 + VAT

1979 VOLVO B58 PLAXTON SUPREME, MoT March 1992, must be the cleanest coach around for the year, many new parts fitted. £18,500 + VAT

Tel: 0506 826444

(21782/UN)

UNCLASSIFIED



1989 (G) DENNIS JAVELIN DUPLÉ 320, 53 seats, toilet, TV, video, MoT March '92.

1988 (E) MERCEDES 609D, Reeves Burgess, 20 bus seats, standees, power door, DST gear, MoT April '92.

1986 (D) CAETANO IVECO, 24 seats bus, manual, Telma retarder, one remaining. MoT June '92.

1986 (D) FREIGHT ROVER, 16 seats, 5 standees, p/door, MoT July '92.

1986 (C) FORD TRANSIT, 16 seater, luxury mini coach, MoT March 1992.

1984 DAF JONCKHEERE, 49 seats, toilet, TV, video, MoT March 1992.

1984 (A) MAN SR280, 53 reclining seats, rear continental door, radio, PA, all white, MoT Jan '92.

1980 BEDFORD YLQ DUPLÉ DOMINANT II, 45 seats, power door, MoT March '92.

1979 (T) BEDFORD YMT Duple Dominant bus body, 59 seats, luggage pen, MoT Jan '92.

1979 (T) FORD 360 Turbo, Duple Dominant II, 45 seat coach, MoT Oct '91.

1978 (S) LEYLAND NATIONAL, 49 seats, 22 standees, MoT April '92.

1977 (R) LEYLAND NATIONAL, 49 seats, 22 standees, MoT March '92.

1976 FORD PLAXTON ELITE, 53 seat coach, MoT Nov '91.

OLD MILL PARK, KIRKINTILLOCH,
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Fax 041-777 8138 Evenings 041-775 1884

(21653/UN)



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NEW TOYOTA OPTIMO II GL, 18 reclining seats, large boot, grey/orange interior, white, immediate delivery from stock.

1989 G (Oct) TOYOTA OPTIMO GL, 6 cyl, 18 reclining seats, radio P/A, large boot, red interior, all white.

1988 BEDFORD MIDI DIESEL, high roof, 12 seater, PSV. £4,320

1984 BEDFORD YNT 500 TURBO, 6 speed ZF Duple Laser (53), power door, radio & PA, speed limiter, very clean, MoT April '92. £22,000.

1985 BEDFORD TL, 24 ton tractor unit, 500 turbo engine as YNT/YNV, choice of 3. £1,700 each

1973 BEDFORD YRT PLAXTON ELITE, 53 seater, power door.

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(21770/UN)

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1982 DAF SB Smit
49 seater Exec

1980 VOLVO B58 Plaxton
Supreme IV, 50 seats + toilet

1981 MAN SR280
53 seater coach

1987 DAF SB Algarve
49 seat Exec

All vehicles are in excellent condition
and have new MoTs

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(21039/UN)

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Recently we have been buying new coaches at very reasonable prices. This enables us to sell our used ones at fair prices. All coaches are owned and maintained from new. The standards commanded by our workshops are extremely high.



1986 (C) Scania K112TR 3 axle Double Deck, Berkhof Eclipse, 76 Vogel recliners, radio/PA cassette, Webasto, twin courier seat, hot drinks unit, refrigerator, Telma, toilet. These coaches were completely retrimmed 3 months ago. Choice of two. MoT's 10/2/92, 13/3/92£67,500

ONE SOLD



1985 Volvo B10MT 3 axle twin decker, Berkhof Emperor, 64 Vogel recliners, radio/PA cassette, Webasto, hot drinks unit, driver's bunk and courier seat, MoT 31/1/92£58,500



1987 Volvo B10M Caetano Algarve, 49 recliners, radio/PA cassette and video, centre sunk toilet, continental door, hot drinks unit, full Suttrak air conditioning, MoT 3/6/92£65,000



1988 DAF MB230 Caetano Algarve, Superhigh, 51 recliners, radio, PA and video, centre sunk toilet, driver's bunk, hot drinks unit, courier seat, continental door, MoT 5/4/92. This coach has been completely retrimmed 3 months ago (illustrated)£58,500

1988 DAF MB230 Caetano Algarve, 49 recliners, radio/PA cassette and video, rear sunk toilet and continental door, hot drinks unit, courier seat, MoT 4/5/92£57,500



1987 (E) Volvo B10M Berkhof, 49 Vogel recliners, courier seat, toilet, continental exit, driver's bunk, radio/PA cassette, hot drinks unit, full Suttrak air conditioning, MoT's May 1992. Choice of three superb matching coaches£66,500



1988 Volvo B10M Caetano Algarve, 49 recliners, radio/PA cassette and video, centre sunk toilet, 1 door, hot drinks unit, courier seat, continental door, MoT 26/7/92£65,000

Also for sale two Bedford YMT, 53 seat Duplex fitted with **CUMMINS** engines, MoT until March/June 1992. Best offer secures.

This is your opportunity to buy a late coach in first class condition at a fair price.

Contact Peter O'Neill on (0634) 362742

I may take part exchange and for a straight deal I will accept a sensible offer

Finance is available subject to status. Coaches can be re-painted as required and can be supplied with or without dateless registration.

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- 1988 TALBOT TRI AXLE, 20 seats, new engine, MoT July 1992, nice condition£11,500
 1984 Duple Laser Tiger 245, 50 reclining seats, MoT '92£22,500
 1984 Duple Caribbean, Tiger 245, 46 recliners, good condition, MoT Jan '92£23,500
 1984 Paramount 3500 Tiger 245 Exec, good condition, new MoT£29,500
 1983 Bedford CF petrol, 12 seater, MoT October£750
 1983 Paramount 3200 Tiger 245, 53, express, vgc, MoT, repainted white£27,500
 1981 Plaxton Volvo B58, 12 metre, 53 E-type seats, vgc, new MoT, panelled and painted£17,500
 1981 Goldliner B10M Volvo, 46 recliners with toilet, repanelled, very nice condition, long MoT£22,000

P/X considered, finance available, existing HP settled (subject to status).
 SHORT AND LONG TERM HIRING AVAILABLE (for suitable applicants)

(21647/UN)

Contact: STEVE COOK on (COVENTRY) 0203 490669
 Fax 0203 643355 Mobile 0831 155071

- Y REG FORD DOMINANT IV, Telma, double glazed£9,500
 C REG BEDFORD 12 seater, diesel, new MoT£4,000
 AEC REGENT V, last AEC to enter service, taxed class 5, MoT Offers
 C REG 1986 DAF GALAXY, full spec, taxed and tested£38,500

Will take heavyweight standard 53 seater in exchange

Tel. (0443) 439932/433714

(21767/UN)

1979 BEDFORD YLQ
 Plaxton Supreme IV, MoT
 12/6/92.
 £5,500 + VAT

1979 FORD R1114
 Duple Dominant II, power door,
 Telma, MoT 21/9/92.
 £5,750 + VAT

CLAVERHAM COACHES, AVON
0934 833177

(21762/UN)

LEYLAND, 1982. £9,000.

ATLANTEAN DECKER,
 Roe body, 1977. £4,000.

DAIMLER FLEET LINE,
 London, 1976. £3,000.

All vehicles have long tickets.

Telephone: 0292 76721

(21736/UN)

AD

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 0884 860767 Garage
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**GOOD QUALITY
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1986 TRANSITS, 16 seater, service spec, 2.5 DI. A choice from£5,500

1983 VOLVO B10M Paramount 3500, 4 star spec, 49 recliners, Exec, tested till Feb '92£39,950 ono

1982 BOVA EUROPA, 49 str, toilet, Webasto, new MoT£23,950

1977 AEC. 55 seater, tested till May '92£4,995

1973 LEOPARD, MoT '92£2,950

**FULL INSPECTION FACILITIES
 PART EXCHANGE WELCOME
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 EXCHANGE**

(21771/UN)

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1175 ARGYLE STREET, GLASGOW
All Mercedes 2 years warranty
or 200,000 kilometres

NEW MERCEDES 709D, coachbuilt, 29 + 10 Dip Tac
standees, power service door, 4 weeks.

NEW MERCEDES 814D Coachbuilt, 33 luxury,
armrest, boot racks, power door, 6 weeks.

NEW MERCEDES 811D, Coach Built 33
service, wide ent, p door, 12 standees, 5 weeks.

NEW MERCEDES 609D, power door, 24
c seats, or 26 man door. Stock.

NEW MERCEDES 410 and 408D, 16 high back
face forward seats. Stock.

NEW TALBOT TRI AXLE, 22 + 7 standees, PSV,
power door, service, moquette seats.
Dip tack, stock.

NEW MERCEDES 814D, coach built, 33 luxury, power
swivel door, large boot, 6 weeks.

NEW MERCEDES 709, manual, 29 + 10 standees,
4 weeks.

NEW MERCEDES 609D, 24 seats, large boot, stock.

NEW MERCEDES 609D, 24 c seats, p door, stock.

NEW TRANSIT 20, power door, power steering, air
suspension, + 4 standees. Early.

NEW TRANSIT 16 Turbo, ELB, power door, early.

NEW TRANSIT 16, Hi roof, diesel, coach seats, stock.

NEW TRANSIT 16, diesel, 5-speed, s door, Stock.

NEW TRANSIT, 15 seats, 5-speed, diesel & petrol,
stock.

NEW TRANSIT 15, diesel, automatic, early.

NEW TRANSIT 16, diesel, sliding door, coach seats,
high roof, coachbuilt, stock.

NEW TRANSIT 20, power door, plus 4 standees,
diesel, 5-speed, choice coach or service seats. Early.

NEW DAF 400, 16 coach spec, u/floor tail lift fitted and
certified PSV, 7 days.

NEW DAF 400, diesel, 16 PSV, hi spec, stock.

NEW TALBOT 14, wheelchair ramp, diesel,
stock.

NEW TALBOT High roof, 14, luxury, stock.

NEW TALBOT 12, driver, diesel PSV, stock.

NEW MERCEDES 609 24, UF, tail lift, stock.

NEW MERCEDES 410, 16 seats, luxury, stock.

NEW MERCEDES 408 Luxury, 16, stock.

NEW MERCEDES 308, Luxury, 12, 7 days.

ALL OPEN TO REASONABLE OFFERS

91 TRANSIT 20, power steering, air suspension,
power door.

89 G TRANSIT, 15, PSV.

89 MERC 609, 24 + tables.

89 G TRANSIT, diesel 14, PSV.

89 G TRANSIT, 15 diesel, SLD, tested.

90 TALBOT, 14 coach diesel, PSV.

89 G LEYLAND (TALBOT), 16 PSV, testing.

89 F ROVER 12 petrol, SWB.

88 (F) MERCEDES 609D, p door, 26 coach seats.

88 VOLVO Jonckheere, 51, toilet, TV, d glazed,
low miles.

88 DUPLÉ 425 Cummins ZF6, Telma, fridge,
50 recliners, toilet, d glazed, Webster.

87 IVECO 18 seat, power door.

87 TRANSIT 12, Di, LWB, PSV tested.

87 TALBOT 12, diesel, 5 speed.

87 (D) FREIGHT ROVER, Deansgate, 16 diesel.

86 PLAXTON 4000, 71 seats, DD Gardner,
ZF auto.

86 OPTARE CUB, service bus, 33 auto.

86 MERCEDES 608D, 21 luxury, new test.

86 OPTARE CUB, auto, 33 p door & standees, 8.

86 (E) IVECO CAETANO, 24 air door, dual
purpose.

86 SCANIA PLAXTON 4000, 71 seats, toilet,
servery, triple axle, CAG.

85 TALBOT, 12, PSV, petrol.

85 TRANSIT 16 Di coach seats, tested.

85 FIAT IVECO, Beja, 18, p door.

84 B MERCEDES 608D, 19 luxury, o/drive box.

84 DAF JONCKHEERE MB200, Exec 49 + video.

83 DODGE R BURGESS, diesel, auto, 17 F door.

82 VOLVO B10 GOLDLINER, large windows,
recliners, testing.

82 TRANSIT, 12 LWB, PSV, petrol, O/D, £1,000.

82 TRANSIT, 12 diesel, PSV, LWB, tested.

81 DAF 200 Exec, 48 + TV, Alpha, new test.

81 MERCEDES, 207, diesel, PSV, 12 seats.

81 VOLVO B58, 53 large seats, Duplé II.

81 DAF JONCKHEERE 2300, Exec, toilet.

80 LEYLAND WILLOWBROOK, Express, 49 seats,
S/A, new test.

80 LEYLAND NATIONAL, 680 Bendi Bus, low
mil, exhibition vehicle, offers.

80 NATIONAL, 11.3, 680 Leyland, testing.

80 V FORD PLAXTON, 45 seats, Turbo, tested.

79 VOLVO SUPREME V, ZF, requires test, offers.

79 FORD TURBO Duplé II, 35 seats, tested.

79 FORD 53 Plaxton, testing, Offers.

78 DUPLÉ LEYLAND Express, 49 coach seats.

78 FORD PLAXTON, 53, new test, Offers.

78 BEDFORD 53 Duplé II, tested.

78 LEYLAND DUPLÉ Express, 49 ch seats, S/A.

77/78 NATIONALS, long and SWB, tested, offers.

76 FORD PLAXTON, 53 seats, Offers.

76 BRISTOL, 43 express doors, coach seats,
no test.

76 BEDFORD SPACE CAR, 49 rec, no test, Offers.

75/76 LEYLAND ATLANTIAN ALEXANDER, 76
seats, dd, tested.

75 VOLVO, 53 seats, Duplé I, £3,000.

75 VOLVO PLAXTON, 57, new front, ZF.

74/75 LEOPARD Alexander body, manual
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**CHOICE OF LEYLAND ATLANTIAN
ALEXANDER DOUBLE DECK**, tested.

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make sure you get in NOW for BARGAINS GALORE. Just look
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1990 (G) Dennis Javelin 12m Plaxton Paramount 3200, 53 recliners
plus many extras, super coach, one left.

1989 (F) Dennis Javelin 12m Duplé 320 SL, 55 recliners.

1988 (E) Volvo Van Hool Alizee H, 49/53 recliners, toilet, double
glazing and more, a truly nice machine.

1988 (E) Skyliners, 75 recliners, simply the best, every extra.

1988 (E) DAF SBR Van Hool Astrobel Decker, 73 recliners.

1986 (C) Volvo B10M Plaxtons 3500, 51/53 recliners, demount
toilets, choice of several.

1986 (D) LAG Panoramic, 49/53 recliners, full air conditioning.

1986 (C) Plaxton 4000 Decker Neoplan Gardner, only one left.

1986 (C) Mercedes 608, 21/23 seat, choice of two.

1985 (B) Plaxton 3500 Leyland, full exec, special price.

1984 (B) Duplé Laser, 57 seat, Leyland, super condition.

1984 (A) Van Hool B10M Astral, 57 recliners, rear lounge etc.

1983 (Y) Dominant Bedford Service Bus, over 60 seats.

1980 (PP) Volvo B58 Supreme IV, 9kw genny, 12 beds, microwave,
fridge, TV, toilet, 8 recliners and lounge, this is a snip.

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74/75 AEC Plaxtons, 53 seat, must be seen, best prices.

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(21790/UN)

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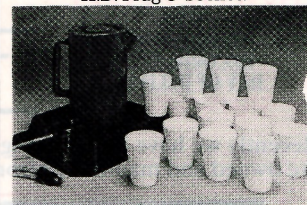
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(20428/AC)

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(21541/BOP)

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25 April 1991

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Your Ref:

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(19620/ES)

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HIL 5186	HIL 5661	ADZ 1975	JIB 2356	IIW 925
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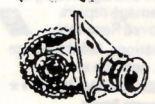
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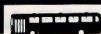
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B BARGAIN BUS

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